

# THE NATIONAL Provisioner

THE MAGAZINE OF THE  
*Meat Packing and Allied Industries*

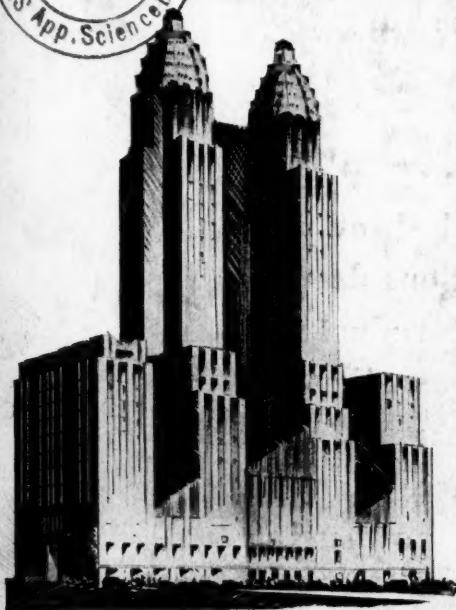
Volume 85

OCTOBER 16, 1931

Number 15

Reference Dept.  
7th Floor

**PLAN NOW** *to be there*  
**October 16 to 21**



THE WALDORF-ASTORIA  
49th and 50th Streets at Park Avenue

THE 26th Annual Convention of the Institute of American Meat Packers at The Waldorf-Astoria New York, October 16th to 21st, will be bigger and better than ever!

A carefully planned program covering all branches of the Industry has been prepared . . . the speakers and their subjects have been selected with utmost care . . . the exhibits of packing house equipment and supplies will be the most complete yet shown . . . nothing has been left undone to make the convention and all the sessions practical and profitable for all.

We are proud, as an Associate Member, to be able to give our support to such a splendid organization that is accomplishing so much good for the great packing industry.

Come prepared to combine a profitable conference with an enjoyable time! And while you are in New York, we most cordially extend for your use the facilities of our offices.

*"It's Better Packed in Tin"*

**CONTINENTAL CAN COMPANY, INC.**

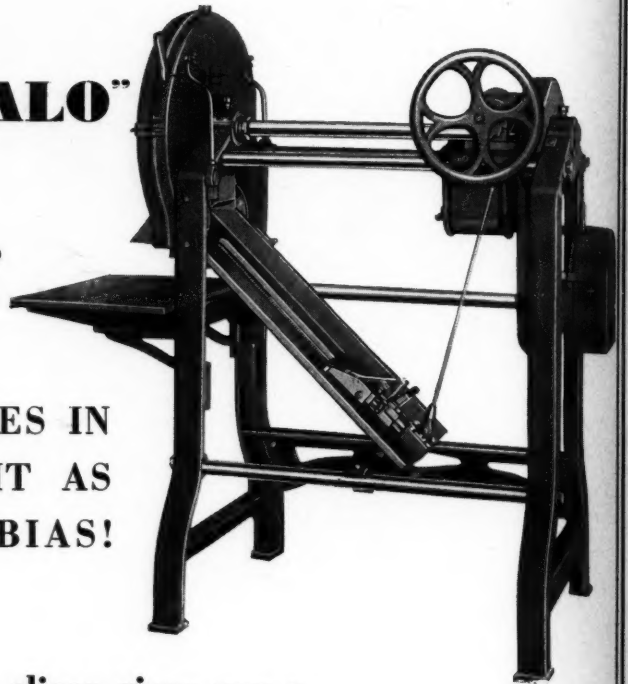
NEW YORK: 100 E. 42nd St.

CHICAGO: 111 W. Washington St.

SAN FRANCISCO: 155 Montgomery St.

*More profit in Bacon from thin bellies—  
when sliced on the Bias*

THE IMPROVED  
**TRUNZ-"BUFFALO"**  
BIAS  
**Bacon Slicer**



REALLY TWO MACHINES IN  
ONE — CUTS STRAIGHT AS  
WELL AS ON THE BIAS!

**T**HIS improved bacon slicer gives you a  
41% **increase** in the width of your  
bacon—from **thin bellies**. It enables you  
to get **regular prices** for a product that  
would ordinarily be sold at a sacrifice. It  
produces a slice that shows **more lean  
meat**—an added selling feature. Many of  
the prominent packers are now using  
this slicer.

*It will certainly pay you to write for full particulars and list of users.*

**JOHN E. SMITH'S SONS COMPANY**

50 Broadway

Buffalo, N. Y., U. S. A.

# THE NATIONAL Provisioner

THE MAGAZINE OF THE  
*Meat Packing and Allied Industries*

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Vol. 85. No. 15

OCTOBER 10, 1931

Chicago and New York

## Program of the 26th Annual Convention Institute of American Meat Packers

Progress in meat packing—either in operations or merchandising—depends on the development and exchange of practical information, and the adaptation of what is learned to daily needs.

That is the reason for trade papers and trade associations.

That is why the Institute of American Meat Packers has grown to be one of the foremost trade associations in the country, and why it is holding an annual convention this year—when some others are not.

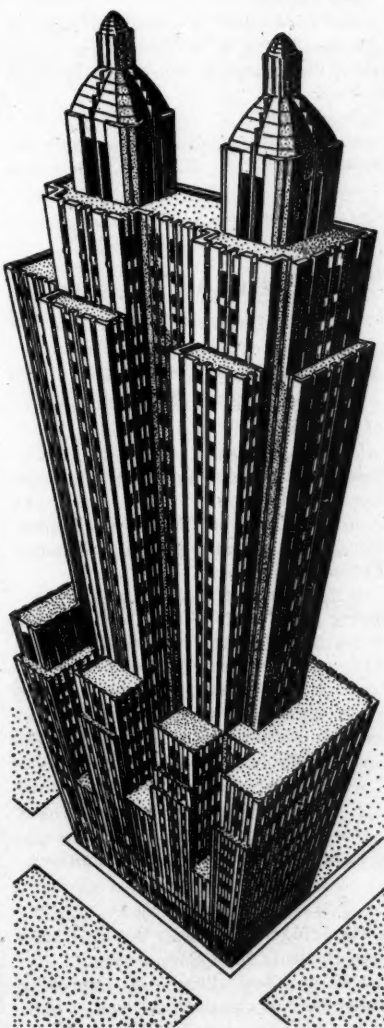
There are problems to be discussed and acted on. There is information on vital trade topics to be disseminated.

That is why the 26th annual packers' convention will be held at the new Waldorf-Astoria hotel in New York City from October 16 to 21, and why on October 24 THE NATIONAL PROVISIONER will print in full the proceedings and events of that convention.

### Convention Features

High lights of the convention sessions this year will be the reports on trade practice code progress, the movement for uniform state meat inspection and internal developments of the industry along both processing and merchandising lines.

The Conference of Major Industries will discuss the current situation with industrial leaders of Europe and America as speakers, and the concluding banquet will be a World Friendship Dinner with speakers and guests of honor from all parts of the world.



BIGGER AN' BETTER 'N EVER.

An exhibit of packinghouse equipment, machinery and supplies will picture the progress of the industry in methods and appliances.

Following is a full outline of the convention program and plans, for the guidance of those who attend:

### Sectional Meetings

(All meetings are held at the Waldorf-Astoria Hotel.)

#### FRIDAY, OCT. 16.

##### OPERATING SECTION.

Room A, 10:00 A. M.

R. F. Eagle, Presiding Chairman.

H. J. Koenig, Program Chairman.

1. Trends in the Design and Selection of Packinghouse Equipment, J. J. Dupps, jr., Cincinnati Butchers' Supply Corporation.

Discussion.

2. Developments in Processing, S. C. Frazee, Wilson & Co., Inc.

Discussion.

3. Utilization of Packinghouse By-Products, H. J. Koenig, Armour and Company.

Discussion.

4. Lard—Refining, Hydrogenating and Deodorizing, F. C. Vibrans, Research Laboratory of the Institute of American Meat Packers.

Discussion.

##### ENGINEERING AND CONSTRUCTION SECTION.

Room A, 2:00 P. M.

Allen McKenzie, Presiding Chairman.

H. P. Henschien, Program Chairman.

1. Our Results with Rock Cork for Packinghouse Insulation, Fred Butler, Kingan & Co.

Discussion.

2. The Advantages of Central Sta-



tion Power, C. K. Nichols, New York Edison Company.

Discussion.

3. Economies Resulting from Plant Generated Power, W. A. Shoudy, Consulting Engineer.

Discussion.

4. The Diesel Engine as a Source of Power in the Packing Industry, O. A. Anderson, Armour and Company.

Discussion.

#### SALES AND ADVERTISING SECTION.

Room B, 2:00 P. M.

R. H. Gifford, Presiding Chairman.

I. M. Hoagland, Program Chairman.

1. Reducing Distribution Costs, I. M. Hoagland, Chairman, Committee on Distribution Problems.

Discussion.

2. How One Meat Packer Has Obtained More Volume, Better Prices, and Lower Costs, Howard C. Greer, Director, Department of Marketing, Institute of American Meat Packers.

Discussion.

3. The Producer's View of Meat Selling, J. D. Harper, Manager, National Live Stock Publishing Association.

Discussion.

4. After the Dealer Buys—What Then? John C. Cutting, Advertising Manager, Wilson & Co., Inc.

Discussion.

5. A Most Important Factor in Your Business—The Housewife, Miss Alice Blinn, Director, Delineator Institute.

Discussion.

#### SATURDAY, OCT. 17.

##### CHEMICAL SECTION.

Room A, 9:30 A. M.

Millard Langfeld, Presiding Chairman.

L. M. Tolman, Program Chairman.

1. Commercial Discoloration in Cured Meats, With Particular Reference to Sausage, W. Lee Lewis, Institute of American Meat Packers.

Discussion.

2. (a) Demonstration of a Practical Cellar Test for Nitrites. (b) Studies on Cleaning Aluminum Ham Containers, F. C. Vibrans, Research Laboratory of the Institute of American Meat Packers.

Discussion.

3. "Five Degrees," L. M. Tolman, Wilson & Co., Inc.

Discussion.

4. Shrinkage in Cooking Meats, C. Robert Moulton, Institute of American Meat Packers.

Discussion.

#### LIVE STOCK SECTION.

Room B, 9:30 A. M.

E. N. Wentworth, Presiding Chairman.

1. The Influence of Soy Bean Feeding on Meat Products, Sleeter Bull, Associate Professor of Animal Husbandry, University of Illinois.

### Calendar of Convention Activities

Friday and Saturday,  
October 16 and 17  
Sectional Meetings.

Monday and Tuesday,  
October 19 and 20  
General Convention Sessions.

Wednesday, October 21  
Eighth Conference of Major Industries. (Held at Columbia University.)

Wednesday Evening, October 21  
World Friendship Dinner.

2. Mutual Problems of Packers and Order Buyers, C. B. Heinemann, Kennett-Murray Co., and F. G. Ketner, National Order Buying Company.

Discussion.

3. The Value of Uniform Standards for Grading Swine (discussion from chair and floor).

4. Importance of Swine Types to the Packer, W. S. Nicholson, Wilson & Co.

Discussion.

5. Live Stock Losses and How to Prevent Them, E. S. Waterbury, Chairman, Committee on Marketing Methods—Pork.

Discussion.

6. Value of Uniform Standards for Grading Beef, C. R. Hood, Chairman, Committee on Marketing Methods—Beef.

Discussion.

### Convention Sessions

#### MONDAY, OCT. 19.

##### SESSION I.

Waldorf-Astoria, 10:00 A. M.

Presiding: F. S. Snyder, Chairman of the Board.

10:00—Address, F. S. Snyder, Chairman of the Board, Institute of American Meat Packers.

10:30—Trend of Live Stock Production, C. B. Denman, Live Stock Member, Federal Farm Board.

10:50—Current Trends in Merchandising Meat at Retail:

(1) From the Viewpoint of the Chain Store, T. A. Connors, National Meat Buyer, The Great Atlantic & Pacific Tea Co.

(2) From the Viewpoint of the Individual Dealer, Peter V. Bouterse, Vice President and General Manager, McCann and Company, Pittsburgh.

11:30—Appointment of Committees.

##### SESSION II.

Waldorf-Astoria, 2:00 P. M.

Presiding: Thomas E. Wilson, Chairman Institute Plan Commission.

2:00—A New Plan for Improving Personnel, Thomas E. Wilson, Chairman, Committee on Educational Plans.

2:20—Chemical Research Program of

the Institute, with Special Consideration of Lard, L. M. Tolman, Chairman, Committee on Scientific Research.

2:40—Plant Operating Program of the Institute:

a. Standardization. (Speaker to be announced).

b. Recording, R. F. Eagle, Chairman, Committee on Recording.

c. Fire- and Accident-Prevention. (Speaker to be announced).

d. Engineering and Experimentation, H. J. Koenig, Chairman, Committee on Engineering and Experimentation.

e. Packinghouse Practice, S. C. Frazee, Chairman, Committee on Packinghouse Practice.

3:10—Presentation of Prize Idea Awards, W. E. Felin, Vice-Chairman, Institute Plan Commission.

#### TUESDAY, OCT. 20.

##### SESSION III.

Waldorf-Astoria, 10:00 A. M.

Presiding: George A. Schmidt, Vice-Chairman of the Board.

10:00—Practices Examined Under the Code, Arthur Fisher, Counsel to the Institute on Cases under the Code of Trade Practices.

10:25—Value of Standardized Live Stock Grading, E. S. Waterbury, Chairman, Committee on Marketing Methods.

10:45—Purchasing: (1) How to Benefit from the Institute's Activities, (2) Cooperation Between Operating and Purchasing Departments, J. B. Rogers, Chairman, Committee on Purchasing Practice.

11:05—Current Standards of Quality in Sausage as Factors in Demand, George A. Casey, Vice President, Wilmington Provision Co.

11:25—Awarding of Gold and Silver Buttons, W. F. Price, Vice President and General Manager, Jacob Dold Packing Co.

##### SESSION IV.

Waldorf-Astoria, 2:30 P. M.

Presiding: Wm. Whitfield Woods, President.

2:30—Needs of the Industry, Wm. Whitfield Woods, President, Institute of American Meat Packers.

3:00—Uniform Meat Inspection, Recommendations, Oscar G. Mayer, Chairman, Commission on Inspection.

a. A Bill Providing Federal Financial Aid to and Cooperation with States.

b. A Uniform State Meat Inspection Law.

[NOTE: The Commission on Inspection, appointed two years ago, has developed, after careful study, proposed bills for bringing about a system of uniform state inspection. Those bills will be submitted to the convention at this time.]

4:00—Business Session: Reports of Committees, Election of Officers, etc.



## Conference of Major Industries

WEDNESDAY, OCT. 21.

McMillin Academic Theatre, Columbia University 10:30 A. M. and 2:00 P. M.

Under the auspices of Columbia University and the Institute of American Meat Packers, with the cooperation of the Chamber of Commerce of the State of New York and the Merchants' Association of New York.

Subject: "The Current Situation."

### MORNING SESSION.

Presiding: Nicholas Murray Butler, President, Columbia University.

"Steel," Fritz Thyssen, Chairman, United Steel Works, of Germany.

"Agriculture," Arthur M. Hyde, Secretary of Agriculture, United States of America.

"Automobiles," André Citroen, President, Citroen Motor Works, of France.

### LUNCHEON SESSION.

Those attending the Conference will be guests of the University at a buffet luncheon at the Faculty House immediately after the morning session.

### AFTERNOON SESSION.

Presiding: Thomas E. Wilson, Chairman, Institute Plan Commission, Institute of American Meat Packers.

"Electricity," Dr. Carl S. von Siemens, President, Siemens and Halske, of Germany.

"Commerce," Robert P. Lamont, Secretary of Commerce, United States of America.

"Shipping," Dr. Wilhelm Cuno, Chairman, The Hamburg-American Line, of Germany.

## Friendship Dinner

Under the auspices of Columbia University and the Institute of American Meat Packers, with the cooperation of the Chamber of Commerce of the State of New York and the Merchants' Association of New York.

Presiding, Frederic S. Snyder, Chairman of the Board, Institute of American Meat Packers.

Presentation of distinguished guests by Thomas E. Wilson, Chairman of the Plan Commission of the Institute of American Meat Packers.

### SPEAKERS.

Field Marshal Sir William Robertson.

General John J. Pershing.

His Excellency, the German Ambassador to the United States, Friedrich Wilhelm von Prittwitz und Gaffron.

The Honorable Yukio Ozaki.

Presentation of honorary chairmen, presentation of guests of honor, by Nicholas Murray Butler, President of Columbia University.

Cyrus H. K. Curtis  
George Eastman  
Thomas A. Edison  
Harvey S. Firestone  
Henry Ford  
T. W. Lamont  
Adolph S. Ochs  
Julius Rosenwald  
Charles M. Schwab  
Orville Wright  
Owen D. Young.

### GUESTS OF HONOR.

Vittorio Orlando, former Prime Minister of Italy, and head of the Italian Delegation to the Peace Conference at Paris.

Frank B. Kellogg, co-author of the Kellogg-Briand pact by which many nations outlawed war.

Friedrich Wilhelm von Prittwitz und Gaffron, the German Ambassador to the United States.

Yukio Ozaki, noted statesman of Japan.

General John J. Pershing, who commanded the American Army in France.

Field Marshal Sir William Robertson, formerly Chief of Imperial General Staff.

Commander A. C. Read, who made the first airplane flight across the Atlantic.

Sir Arthur Whitten Brown, who made the first non-stop flight across the Atlantic in an airplane.

Admiral Richard Evelyn Byrd, who flew over the Atlantic and over both the North and South Poles.

Dr. Hugo Eckener, Commander of the Graf Zeppelin, who first circumnavigated the globe in an airship.

### DISTINGUISHED GUESTS.

Dr. William Cuno, of Germany, Chairman of the Board of the Hamburg-American Line.

## General Information

All members and guests should register at the convention registration desk in the Waldorf-Astoria as soon as possible after arrival and obtain their badges, tickets for the Eighth Conference of Major Industries, and tickets for the Friendship Dinner.

To facilitate handling details of the convention, members and guests are requested to assemble for the sessions promptly at the times scheduled.

Reduced railroad fare certificates must be filed promptly. There will be a booth at the registration desk, indicated by a sign, where railroad certificates should be filed. Certificates may be left at this booth as early as Friday morning, October 16.

André Citroen, of France, President of the Citroen Motor Works.

Honorable Arthur M. Hyde, Secretary of Agriculture of the United States.

Honorable Robert P. Lamont, Secretary of Commerce of the United States.

Dr. Carl S. von Siemens, of Germany, President of Siemens & Halske.

Fritz Thyssen, of Germany, Chairman of the United Steel Works, and President of the International Raw Steel Cartel.

## Exhibits

An exhibit of packinghouse equipment and machinery will be shown in the Ballroom Foyer and the Astor Gallery on the third floor of the Waldorf-Astoria immediately adjacent to the room in which the convention sessions will be held.

The exhibit will be open from 8:00 A. M. to 10:00 A. M. and from 5:00 P. M. to 10:00 P. M. and during the luncheon recesses on both October 19 and 20. Exhibits will be closed during the time convention meetings are in session.

### DIRECTORY OF EXHIBITORS.

Allbright-Nell Company.  
Automatic Linker, Inc.  
Cincinnati Butchers' Supply Corporation.  
Diamond Crystal Salt Co.  
Drehmann Paving and Construction Co.  
DryIce Corporation of America.  
DuPont Cellophane Co., Inc.  
The Enterprise Manufacturing Co. of Pa.  
Everhot Manufacturing Co.  
The Exact Weight Scale Co.  
Fansee Foods, Inc.  
Frank and Company.  
Fred C. Cahn, Inc. (The Adler Co.).  
The French Oil Mill Machinery Co.  
Griffith Laboratories.  
Ham Boiler Corporation.  
Johns-Manville Corporation.  
Oscar Mayer & Company, Inc.  
Milprint Products Corporation.  
Mono Service Co.  
Morris Paper Mills.  
O'Lena Knitting Mills, Inc.  
Pulsometer Steam Pump Company.  
R. T. Randall & Co.  
Republic Steel Corporation.  
The Sander Manufacturing Co.  
Sausage Manufacturer's Supply Co.  
Serval Sales, Inc.  
Shellmar Products Company.  
Shippers Package Co. (E. G. James).  
John E. Smith's Sons Co.  
Specialty Manufacturers Sales Co.  
Standard Pressed Steel Co.  
Wm. J. Stange Co.  
United Cork Companies.  
Harold L. Woodruff & Co., Inc.  
(Names in bold face are advertisers in THE NATIONAL PROVISIONER.)

## Recall Sporting Tea King as Meat Packer in the Early Days

Many of those who read of the death of Sir Thomas Lipton—millionaire tea merchant and yachtsman—in London on October 3, at the age of 81, may not have known that he was one of America's earliest and most famous pork packers.

The Thos. J. Lipton Company was one of Chicago's best-known pork packing plants in the early days.

Born in Glasgow, Scotland, in 1850, Lipton began as a food store keeper in a suburb of that city. His genius for merchandising began to show itself at once, and it was matched by his genius for advertising. He soon branched out, and became one of the earliest of the "chain store" owners.

His stock included provisions—hams and bacon—and his trade wanted the best. A shrewd trader, he saw that he might maintain quality and make profit by producing his own pork products. So he sent to America—he did not always come himself—and established a pork packing plant first at Chicago in the old Oppenheimer plant, and then at Omaha, which seemed to be nearest to hog supplies at that time.

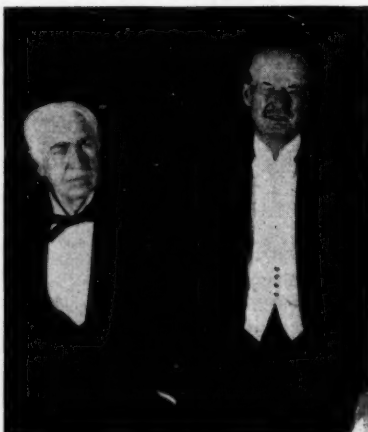
"But he found that hogs at the Omaha market at that period did not make suitable product for his Scotch trade," says Robert Mair, head of the foreign department of Swift & Company, who was an early associate of Lipton.

### Sold Out to Cudahy and Armour.

So in 1887 he disposed of the Omaha plant to P. D. Armour and Michael Cudahy, who established the Armour-Cudahy Packing Company, which in 1890 became the Cudahy Packing Company, when Michael and Edward A. Cudahy bought out Mr. Armour.

Lipton returned to Chicago, where he found the hogs he wanted, and bought the old Moran & Healy plant, known for a time as the Cork Packing Co. In January, 1894, he sent Robert Mair to Chicago to take charge of the financial end of his business.

The World's Fair year and the depression following it were not favorable times for the trade, and in 1899 Lipton sold out his packing business and thereafter bought his provisions from packers who had established themselves in the meantime. But he continued to be a good customer of American packers, as the Lipton stores spread from Scotland through England to London, and as the business took on



HIS LAST TIME WITH PACKERS.

In New York City for a visit in 1928, Sir Thomas Lipton was a guest of honor at the Dinner to Industrial Pioneers which was the finale of a great packers' convention.

He is shown here in company with Thomas A. Edison, as THE NATIONAL PROVISIONER caught them waiting for the dinner to start.

even more of an international aspect.

At the time the Chicago plant closed its superintendent was Robert M. Eagle, brother of vice president R. F. Eagle of Wilson & Company, who passed away a few years ago after a successful career in pork packing and as head of a hog serum company.

### How He Got Into Tea.

"The world today talks of Sir Thomas as a tea merchant. He got into that line on a big scale more or less by accident," says Mr. Mair.

"He had always sold tea in his stores, but only as one item. Ceylon was famous for its coffee plantations before anyone ever heard of Ceylon tea. When the coffee business went broke in Ceylon a Glasgow banker interested Lipton in estates there, and he tried tea raising there. A clever advertiser, he originated the slogan 'From the Tea Garden to the Tea Table,' and from that day Lipton and tea were synonymous the world over."

Another old acquaintance of Lipton was George Marples, head of the foreign department of the Cudahy Packing Company.

"The Cudahy Packing Company always had very pleasant business relations with Lipton, from the time Mr. Michael Cudahy bought Lipton's Omaha packing house," says Mr. Marples.

"A few years ago, when I was in London, my wife and I were invited by Sir Thomas to take dinner with him

at his home at Ossidge, on the outskirts of London. On arrival at his house, my wife was taken in charge by an elderly housekeeper, for Sir Thomas was a bachelor, and shortly after we sat down to dinner, the only other guest being a Scotch doctor, an old crony of Lipton's.

### A Hospitable Host.

"Sir Thomas turned to my wife and asked which kind of wine she preferred, and the answer was given that we lived in a prohibition country and were not accustomed to having wine for dinner. Whereupon the Scotch doctor remarked that Sir Thomas had some very fine champagne, and the Singhalese butler poured from a bottle, covered with a napkin, into the glasses of his three guests, and then went back to the sideboard, picked up a similar bottle, and poured the contents into Sir Thomas' glass.

"My wife, who has sharp eyes, intimated to Sir Thomas that he was serving his guests with a different wine, and immediately Sir Thomas replied, 'Yes, this is my own special brew, No. 49. Would you like some of it?' Upon my wife's assenting, he ordered the butler to bring a fresh glass, into which some of Sir Thomas' wine was poured. On tasting it, my wife exclaimed, 'I know what this is, ginger ale, for I was brought up on it,' and Sir Thomas explained that while he had good wine for his guests, he rarely drank any of it himself.

After dinner we adjourned to the drawing room, and on our way there passed through the billiard room, in which there was a sideboard covered with a great array of silver cups won by Sir Thomas' famous yacht, the Shamrock. My good wife, who is afraid of no one, admired the cups and, peering around, said 'But, Sir Thomas, I don't see the America Cup here.'

"No, Mrs. Marples," he shot back, 'but if you will come back in a few years I will have it for you.' But, poor fellow, he was unable to fulfil his promise."

Sir Thomas Lipton's last contact with his American packinghouse friends was at the time of the packers' convention in 1928, when the famous Dinner to Industrial Pioneers was held. Sir Thomas was in New York, and most appropriately was made a guest of honor at the banquet.

### CZECH LARD IMPORTS.

Imports of lard into Czechoslovakia during the first six months of 1931 showed a decline of 25 per cent from last year, dropping from 13,137 tons to 8,769 tons for the six-month period, according to reports to the U. S. Department of Commerce.

## Growth of Sliced Bacon Trade Shows Value of New Methods

Thinly-sliced bacon, the slices uniform as to thickness and percentages of fat and lean, without rind, and with just the right tang of wood smoke, is America's every-day tid-bit.

Yet it is not so many years ago that bacon might have been sliced thin on one end and thick on the other. It might have been mostly fat or mostly lean, with too much smoke one time and too little another.

Uniform excellence of sliced bacon today is just another step in the packing industry's efforts to standardize its products so that housewives who buy by brand can know that each purchase will be like the last.

Sliced bacon is a comparatively recent packinghouse commodity. It is only in the last decade that it has attained such popularity that its sales far overshadow those of bacon sold in the piece or sliced in the retail store, and it is less than two decades ago that it was first placed on sale.

### Packing Methods Improve.

The early package of sliced bacon had many difficulties with which to contend. Forming of mold spores on the bacon was a source of heavy loss until the reasons therefor were discovered and eradicated.

Today when Madam Housewife purchases bacon, she can, if she desires,

buy it in a package through the wrapper of which she can see what she buys. But even without this, she is reasonably certain that the product that she secures will not be moldy.

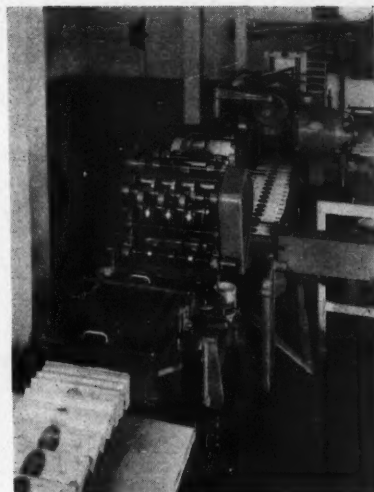
Sliced bacon's popularity apparently is only a part of the housewife's partiality for packaged foods. In part, no doubt, this is due to the lack of storage room and storage facilities in the usual urban dwelling place. There is little doubt, however, that a large part of its popularity may be traced to the inherent desire of the housewife for cleanliness and sanitation.

One of the most modern of sliced bacon rooms is the new one installed at the Chicago packing plant of Swift & Company. It is placed on the "visitors' route," although no visitors are permitted within the room, and the hundreds who view it daily never fail to remark on the cleanliness and sanitary precautions taken to insure a good product.

### How Bacon Is Packed.

When sliced bacon was first packed in one pound cartons, those who worked with the product wore rubber gloves. Later, however, the operators who packed the bacon into the cartons were equipped with metal tongs.

Packing is done by girls, and they have become remarkably adept in handling the slices and laying them in the boxes. Bacon, before slicing, is kept from 24 to 36 hours in a room slightly below freezing temperature, so that it



SET FOR PROFITABLE VOLUME.

Modern equipment makes quality production on a volume basis profitable. More than half Swift's bacon sales are sliced and packaged product wrapped in this way.

is thoroughly chilled when brought into the slicing room. In the latter room, bacon is placed in the slicing machines and is sliced directly into trays in the quantity desired.

If the packers are working on one-pound cartons, one pound of bacon is sliced into each pan; if half-pound, a half-pound is sliced into each pan. These pans are placed on an endless belt which carries the product from the slicing room to the packers, the belt passing between two rows of girls engaged in this later process.

The rooms in which the work is done have white enameled walls, double windows, and the air introduced into



ARMY OF WHITE-GOWNED AND WHITE-CAPPED WORKERS IN SANITARY BACON PACKING ROOM.

This is Swift & Company's new bacon-packaging department at the Chicago plant. Accurately sliced to tempting thinness by modern machines, the product is carried in desired quantities automatically from slicing to packing room, where scores of skilled workers make it ready for the sales department.



the room is washed and tempered the year round. The workers are attired in spotless white frocks laundered several times every week, and all equipment used is sterilized twice daily.

#### Wrapped Bacon Is Popular.

About three years ago it was decided to experiment with the packing of sliced bacon in a Cellophane wrapper. A half-pound package thus wrapped was placed on the market and sprang into immediate favor, so much so that at the present time a large percentage of the volume in sliced bacon is sold so wrapped.

When sliced bacon was first suggested to the trade its acceptance was slow. The housewife, however, had other ideas, and once on the market the sales grew rapidly. Packaged sliced bacon sales are said to total considerably more than half of the entire bacon sales.

#### GENERAL FOODS EARNINGS.

Earnings of General Foods Corporation during the current quarter are expected to be approximately the same as those reported for the corresponding period in 1930, which amounted to \$4,885,564, equivalent to 92 cents a share, according to L. M. Waters, vice-president. At this estimate, earnings for nine months in 1931 would be about \$2.85 a share, against \$2.93 for 1930 and \$2.83 in 1929.

The company is taking advantage of present conditions to complete research work on a number of new products and methods. Retail outlets for its quick-frozen foods now number 115, and nearly 100 products are being offered under the Birdseye process of packing.

"Sales have not fallen off materially," said Mr. Waters. "Substantial price reductions have been made during the year, but manufacturing economies are offsetting them. In the meantime, new products are gaining momentum."

#### NEW LAMB CAMPAIGN.

The story of lamb, its place in the diet, how to cut, purchase and prepare it for the table is being broadcast during October throughout the eastern half of Nebraska by means of an intensive campaign. Backing this campaign will be the Colorado-Nebraska Lamb Feeders association, the National Wool Growers association, the National Live Stock and Meat Board and the Institute of American Meat Packers, co-operating with the extension department, University of Nebraska.

Wholesale and retail meat dealers will be urged to advertise lamb more intensively. M. O. Cullen, known from coast to coast for his work in presenting lamb cutting demonstrations, will lead the caravan which will visit 14 eastern Nebraska cities, including Omaha and Lincoln.

### Chains & Voluntary Chains

News and Views in This New Field of Meat Distribution.

#### OREGON CHAIN TAX PROPOSED.

If the chain store tax proposed for Portland, Ore., is passed, the McMarr chain, which now pays an annual license fee of \$690, will be obliged to pay \$5,700.

#### CHAIN UNITS IN CANADA.

Great Atlantic & Pacific Tea Co., Canadian division, now has a total of 350 stores in operation in the Ontario and Montreal divisions. Dominion Stores, Ltd., Canadian grocery chain, now has a total of 565 stores; 369 of these are in the province of Ontario, 174 in the province of Quebec, 22 in the Maritime provinces.

#### PIGGLY WIGGLY IN THE EAST.

The first two units of a 1,000-store chain of Piggly Wiggly stores have been opened in Philadelphia. This organization has heretofore had no stores in Philadelphia, and this type of food store, operating on a self-service basis, is new to that city. When the quota of 1,000 units has been reached, Piggly Wiggly stores throughout the country will number 3,750.

#### A. & P. FOOD PRICE DROP.

The extent of the drop in food prices is shown by the comparative tonnage and dollar figures in the reports of the Great Atlantic & Pacific Tea Co. In August, 1929, this chain reported sales of 335,628 tons for \$75,190,640, an average of \$224 per ton; while in the same period of 1931 sales amounted to 399,779 tons for \$74,410,831, or \$186 per ton, a price decline of 17 per cent.

#### KROGER DIVIDENDS.

Kroger Grocery & Baking Co. has announced a quarterly dividend of \$1.50 on its 6 per cent preferred stock, payable January 2, 1932, to stockholders of record December 19, 1931; a dividend of \$1.75 on the 7 per cent preferred, payable February 1, 1932, to stock of record January 20; a dividend of 25 cents on the common stock, payable December 1, 1931, to stock of record November 10.

An immediate expansion program involving \$1,000,000 has been announced by Albert H. Morrill, president of the Kroger Grocery & Baking Co. Plans for the expansion include the erection of a new bread and cake bakery and garage building in St. Louis, Mo., and a new factory, creamery and salvage depot in Cincinnati, O.

#### CHAIN STORE SALES.

Sales of First National Stores for the five weeks ended September 26, 1931, totalled \$10,210,402, compared with \$10,200,760 for the corresponding period of 1930. Sales for the period from December 27, 1930, to September 26, 1931, amounted to \$80,244,118, against \$82,370,942. Tonnage sales for the five-week period ended September 26 showed a 14.4 per cent increase.

National Tea Co. reports September sales amounting to \$6,162,333 for 1931, \$6,850,862 for 1930. Sales for the nine months ended September, 1931, were \$57,682,775, compared with \$63,442,049 for the corresponding 1930 period.

Dominion Stores, Canadian grocery chain, report sales for the four weeks ended September 26, 1931, totalling \$2,043,579, against \$1,702,309 for the same time last year. Sales from January 1, 1931, to September 26, 1931, were \$19,099,908, for the same period in 1930, \$17,927,576, an increase of 20 per cent for the four-week period, of 6.5 per cent for the nine-month period.

Sales of the H. C. Bohack Stores for the four weeks ended September 26, 1931, were \$2,803,329, compared with \$2,523,352 for the same period last year, an increase of 11.1 per cent. For the 34 weeks ended September 26, sales totalled \$23,069,657, compared with \$20,647,260. This is an increase of 11.7 per cent.

Grand Union Stores report sales of \$2,709,772 for the four weeks ended September 26, 1931, compared with \$2,675,021 for the same period last year, an increase of 1.3 per cent. For the period January 3 to September 26, 1931, sales were \$25,610,855, against \$26,403,855. Tonnage sales for September show an increase of approximately 19 per cent over the same period of a year ago.

#### PACKER AND FOOD STOCKS.

Price ranges of packer, leather companies, chain store and food manufacturers' listed stocks, Oct. 8, 1931, or nearest previous date, with number of shares dealt in during week, and closing prices on Oct. 1, 1931, or nearest previous date:

	Sales, Week ended Oct. 8.	High. —Oct. 8—	Low. —Oct. 8—	—Close— Oct. 1
Amal. Leather..	.....	.....	.....	14 1/2
Do. Pfd. ....	.....	.....	.....	11 1/2
Amer. H. & L.	600	3	3	3 1/2
Do. Pfd. ....	1,600	12 1/2	12 1/2	15 1/2
Amer. Stores..	8,060	37 1/2	36 1/2	37 3/4
Armour A. ....	14,500	1	1	1 1/2
Do. B. ....	7,300	7 1/2	7 1/2	8 1/2
Do. Ill. Pfd. ....	3,000	7 1/2	6 1/2	7 1/2
Do. Del. Pfd. ....	4,000	30 1/2	29	30 1/2
Barnett Leather	.....	.....	.....	1
Bechnut Pack. ....	1,600	40 1/2	40	40 1/2
Bohach H. C. ....	100	50	50	50
Do. Pfd. ....	.....	.....	.....	100
Brennan Pack. ....	.....	.....	.....	19
Do. Pfd. ....	.....	.....	.....	50
Chick C. Oil. ....	800	8 1/2	8 1/2	8 1/2
Childs Co. ....	5,100	9 1/2	9 1/2	11 1/2
Cudahy Pack. ....	3,500	31 1/2	31 1/2	31 1/2
First Nat. Strs.	13,000	48 1/2	48	48 1/2
Gen. Foods ....	82,500	36 1/2	34 1/2	35 1/2
Gobel Co. ....	7,200	4 1/2	4	4 1/2
Gr. A. & P. 1st Pfd.	300	118	118	118
Do. New ....	750	175	108	108
Hornell C. A. ....	200	20	20	20
Hygrade Food. ....	2,800	3 1/2	3	3 1/2
Kroger G. & B.	38,600	22	20 1/2	20 1/2
Libby McNeill. ....	5,950	7 1/2	7 1/2	7 1/2
McMarr Stores. ....	200	6	6	6
Mayer, Oscar. ....	.....	6 1/2	6 1/2	6 1/2
Mickelberry Co. ....	200	6 1/2	6 1/2	6 1/2
M. & H. Pfd. ....	50	6	6	10 1/2
Morrell & Co. ....	2,200	33	33	33
Nat. Fd. Pd. A. ....	.....	.....	.....	7 1/2
Do. B. ....	.....	.....	.....	4
Nat. Leather. ....	.....	.....	.....	11 1/2
Nat. Tea ....	4,800	11	11 1/2	11 1/2
Proc. & Gambe.	45,600	48	45 1/2	46 1/2
Do. Pr. Pfd. ....	40	110 1/2	110	110 1/2
Rath Pack ....	400	15	15	15 1/2
Safeway Strs. ....	32,800	49 1/2	49 1/2	49 1/2
Do. 6% Pfd. ....	310	75	75	75
Do. 7% Pfd. ....	1,150	93	93	93
Stahl Meyer ....	.....	.....	.....	12 1/2
Swift & Co. ....	24,900	22	21	22
Do. Intl. ....	19,950	30 1/2	30	30 1/2
Tru. Pork ....	.....	.....	.....	38 1/2
U. S. Cold Stor. ....	.....	.....	.....	38 1/2
U. S. Leather. ....	3,900	3 1/2	3 1/2	3 1/2
Do. A. ....	2,700	5	4 1/2	4 1/2
Do. Pr. Pfd. ....	200	60 1/2	60 1/2	60 1/2
Weason Oil ....	4,300	15	12 1/2	13 1/2
Do. Pfd. ....	2,300	45	45	45 1/2
Do. 7% Pfd. ....	.....	.....	.....	100 1/2
Wilson & Co. ....	2,000	1	1	1
Do. A. ....	5,800	2 1/2	2 1/2	2 1/2
Do. Pfd. ....	3,300	16	15	15 1/2

## EDITORIAL

### Packer Profits Begin Near Home

Extension of hard roads, advent of insulated and refrigerated trucks, economic conditions and a "volume complex" are tempting some packers to cast envious eyes on sales territories beyond their present sphere of action. If these territories are not being served efficiently, and if activities can be extended at a cost low enough to leave a fair profit for the additional investment and efforts necessary to serve them, then a packer may be justified in going after this distant business. But when he is influenced simply by an ambition to increase volume at the expense of competitors, then it may be worth while for him to think again before he takes action.

It costs money to operate delivery equipment. The farther a truck travels the more rapidly the cost of transporting a pound of product increases. Selling and servicing expenses also rise rapidly. The packer who invades distant territory, therefore, is at a merchandising disadvantage right from the start.

Competition in the meat business is particularly keen. And price is quite often the deciding factor in making a sale. The packer who has high costs because of long distance transportation and a high selling expense may find it difficult to get in new markets the volume of business he figured on, and which he needs to make a profit.

And sometimes an invading packer does not take into consideration that when he goes into new territory he starts a game at which more than one can play. The result often is that business simply is traded. What one packer gains at a distance he loses to competitors, who in retaliation have invaded his territory. In the end everyone concerned is liable to end up just about where he started, as far as volume of business is concerned. But considered from the profit angle each is worse off than before, because he has to work harder for a smaller gain.

Efficient merchandising and distribution are factors which must receive more attention than the packer has been giving to them. The industry must learn not only how to sell profitably, but to distribute efficiently.

Few packers are selling in the territory immediately surrounding their plants the volume of products they might. One packer doing business in a territory with a radius of about 150 miles from his plant recently made a survey of the

markets in this area. He learned many things—among them that *within a radius of 50 miles of his plant there is a potential volume of business greater than his plant could supply working two shifts a day every working day of the year.* If he could sell his production in this area, his savings would be as large, perhaps larger, than his average annual net profits over the past 10 years. A similar situation may exist in respect to many other plants.

Overlapping of selling, advertising, servicing and distribution expenses are losing huge sums to the industry each year. If each packer could cultivate carefully the territory within a reasonable distance from his plant, and get from it all business possible before branching out into distant territory, profits might come easier, and many of the annoying, unprofitable and unethical practices and methods might disappear.

### Costs and Yields in Hog Cutting

One of two policies can be adopted in the hog cutting room. One of these is to reduce cutting costs to a minimum. The other is to concentrate on maximum yields and quality of cuts.

The ideal situation, of course, would be a minimum of cutting costs and a maximum of yields and quality. But unfortunately the art of cutting hogs has not yet progressed to the point where it can be done automatically. More than one new and effective mechanical device has been successfully developed for the hog cutting floor. But human intelligence and judgment is still depended on. A knife placed a fraction of an inch from the place where it should go may mean that high priced product may go into trimmings.

Highest yields and cuts of the best quality seldom are secured when break-neck speed is required. On the other hand, when the greatest care is taken to get high yields and quality cuts, then labor costs invariably go up.

What course to take in the cutting room, bearing in mind that maximum profits are the goal sought, requires some nice calculating. A policy adopted merely as a result of observation, and without facts and figures to point the way, is liable to be wrong as right.

It is noticeable, however, that packers are thinking less of excessive speed in hog cutting and more of the quality of the workmanship. While they are overlooking no possibilities in the way of improved equipment and methods for cutting costs, they no longer are requiring operations at a speed that leaves the workers no time to do the various operations as they should be done.

# Practical Points for the Trade

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## Making Sauerkraut

With the approach of cold weather comes a brisk demand for sauerkraut, making this product a profitable addition to the production list of many packers and sausage makers.

These instructions for making sauerkraut are printed in response to a number of inquiries, and if the simple directions are carefully followed they will provide an excellent product that will tempt consumers to come back for more.

It is recommended that a shredding machine be used wherever possible, as it saves time and work, and does a better job than can be done by hand. There is also an attachment with the shredding machine to remove the cores from the cabbage.

### Curing the Cabbage.

After the cores are removed from the cabbage, the heads are run through and shredded and immediately placed in the curing container, and carried in a mild temperature, around 70 to 75 degrees. In a packinghouse regular S. P. curing vats, 1,500 lbs. capacity may be used.

When filling the vat with the shredded cabbage use a wooden tamper to tamp the cabbage. The cabbage forms its own juices.

In the center of the vat put in about one handful of salt, and when the vat is full and tamped out put another handful of salt over the top.

When the vat is filled with the shredded cabbage, and the slight amount of salt added, put a wooden cover over the top of the vat, leaving just a little space around the edges. Then put a heavy weight, either stone or iron, on top of this loose head so as to weight the cabbage down as much as possible.

The process of curing is to ferment the cabbage. While the cabbage is fermenting bubbles will arise between vat cover and vat, and as long as the cabbage is working these bubbles will continue to rise. When the bubbles are no longer noticeable the cabbage is fermented and ready to be put up in packages.

### Another Method of Handling.

There is another method of handling, but the only difference is in the curing process. It may be put down in 70 degrees curing pickle, and held in containers for at least 15 days.

However, experience is that the trade gives preference to the sauerkraut that has been fermented naturally in the curing vats.

After the product is fermented and put in packages, either kegs or barrels, it is then advisable to store in regular curing temperature, around 40 degrees.

### German Sauerkraut Recipe.

Following is a sauerkraut recipe from one of the best manufacturers in Germany, where the celebrated Magdeburg sauerkraut is made. To get the desired sweetish-sour flavor it is necessary to cut the core in with the kraut. This can be done only by using a core cutter.

First remove the outer green leaves of the cabbage heads. Then take the core out with the corer. Far superior kraut is attained by using a core cutter, whereby the the core is utilized instead of going to waste.

The heads are then put in the kraut cutter, to be cut in the longest, finest strings possible, which can be done if the core is left in. The kraut must be put in the barrels as soon as possible after it has been cut, for too long exposure to the air after being cut is apt to turn it gray or black.

The bottom of the sauerkraut barrel should be lined with loose cabbage or grape leaves. Then a layer of the cut cabbage about 6 inches deep is put in and strewn with salt and a few juniper berries. The amount of salt used is not to exceed 4 per cent of the amount of cabbage (in weight 4 lbs. salt to 100 lbs. cabbage).

### Pack in Barrels Carefully.

After the layer of cabbage is salted, it is pressed or stamped down firmly and evenly, by which process the air, which prevents the proper fermentation of the kraut, is expelled. In this man-

ner, layer upon layer is packed in, until the barrel is filled.

The cabbage is then covered with a perforated hardwood cover, which is weighted down with stones or a press attached to the barrel, to prevent air from coming in contact with the kraut. Always keep the kraut covered with brine.

The sauerkraut ought to ferment in the brine for a period of about 3 to 4 weeks. That the fermentation process has ceased is best ascertained by the fact that no more gas bubbles are noticed. If the kraut has arrived at this stage, it ought to remain undisturbed for about 4 or 5 days longer, and then be put into tubs.

### Fermenting Process.

By salting, the greatest part of the water contained in the cells of the cabbage is extracted, and in combination with the salt forms the brine.

Kraut requires the most careful attention while it is in the state of fermentation. It will not ferment well in too cool a place; 59 to 64 degrees is about the right temperature. After the kraut is fermented, it will keep best in a cool place.

That the cabbage will ferment more speedily, some manufacturers add one tablespoonful of skimmed sour milk to each barrel of kraut. This is put in with the kraut as it is cut and put in barrels.

## Rendering Shop Fats

An Eastern retailer is considering rendering his shop fats and wants to know what equipment will be needed. He says:

Editor The National Provisioner:

We accumulate about three hundred pounds of beef fat every day. Would you advise us how to render this fat? What machinery is necessary? How do you take the odor out?

It is doubtful if it would pay this inquirer to render the small quantity of fats he has available. If he wishes to do this, however, he will need a hasher and an open rendering kettle. After rendering the grease should be strained and run into a barrel. No method of deodorizing could be applied profitably to such small-scale operations. When the barrel is full it can be sold, providing a market for small quantities of grease is available.

While the price at which fats can be sold to rendering companies is low, the price of grease is correspondingly low. If this retailer will do a little figuring, taking labor into consideration, he may find it more profitable to sell his fats rather than to attempt to render them.

## Making Sausage

Sausage-makers, small or large, are invited to use this department of THE NATIONAL PROVISIONER in obtaining information concerning the formulas, methods or details of operation. Questions will be answered promptly and in as full detail as possible. General articles on the subject of sausage-making also will be published from time to time.

Address your inquiries, suggestions or criticisms to THE NATIONAL PROVISIONER, Old Colony Building, Chicago, Ill.



## Meat Loaf Trouble

A western packer is having trouble with his meat loaves. After they are cut the center of each loaf turns dark. He says:

Editor The National Provisioner:

We are making pimento loaf, ham loaf and pork loaf and are having trouble with the ham loaf and pork loaf. After they are sliced the center of each has a tendency to turn dark and to have a greenish appearance.

In the ham loaf we are using 80 per cent ham and 20 per cent beef, with a one-week cure on the beef. The pork is given a two-day cure. We believe the trouble lies in the meat not being cured enough. Will you kindly tell us what is wrong and how to correct the trouble?

In the absence of this inquirer's curing formula it is difficult to state definitely at just what point in the manufacturing process he could make improvements to eliminate the trouble of which he complains. Offhand, however, it appears that the pork is not being sufficiently cured. The curing time on the beef should be sufficient providing it is ground through at least the 1-in. plate before going into cure.

A good formula for making pork loaf is as follows:

75% lean pork trimmings.  
25% trimmed pork cheek meat.  
Seasoning.

The trimmings and cheek meat are put through the 1-in. plate of the hashing machine. Cure the meat with

10 lbs. salt.  
2 lbs. granulated sugar.  
12 oz. nitrate of soda or saltpeter.

Put the meat in the mixer, add the curing ingredients and mix for about 2 minutes. Then pack in an open tierce or barrel and pour two gallons of No. 2 ham pickle, or 50 deg. strength sweet pickle, over the top of the meat packed in the tierce. If curing in a barrel, use 1 gallon of pickle to the barrel. Cure in the cooler at a temperature of 36 to 40 degs. Fahr. The trimmings and cheeks should be cured separately.

When cured grind the trimmings through the ½-in. plate of the hasher; then put the cheeks in the silent cutter and chop about 3 min. Then add the pork trimmings and chop together for another 2 min. additional. This packer's regular seasoning can be added when the meats are mixed.

The beef to go into meat loaves should be ground through the 1-in. plate of the hashing machine and cured by the same formula and in the same manner as given above for pork loaf.

If this packer will send detailed methods by which he is making the different loaves, the kind of meats he uses, his curing formulas and other information, we will attempt to give him more specific help.

Watch the "Wanted" and "For Sale" page for business opportunities and bargains in equipment.

## Operating Pointers

For the Superintendent, the Engineer, and the Master Mechanic

### CUTTING SMOKING COSTS.

Tests to determine shrink during smoking, made in the plant of an Eastern provision manufacturer, show some interesting results. Included were two tests on frankfurts—one on a high quality product and the other on a cheaper grade. The shrinks were 9 to 9½ per cent on the better franks and 7 to 7½ on the cheaper.

In the case of the quality product, the franks were linked and allowed to hang overnight, being smoked and cooked the next day. The cheaper grade were linked, smoked, cooked and chilled the same day. In both tests shrink was figured from the linked to the finished product. A test on smoked shoulders, made at the same time, showed a shrink in smoke of 5 per cent.

These results were obtained in a rotary track smokehouse. The company has eight houses of this type in operation. These have a total daily capacity of 20,000 to 25,000 lbs., plus a night capacity of 8,000 to 10,000 lbs. In addition to a smaller shrink, the tests also show a smaller gas and sawdust consumption than usually is secured in the conventional type of brick smokehouse.

The revolving track smokehouse is of



SMOKES PRODUCT EVENLY.

In this type of smokehouse a small motor revolves the cage during the smoking operation, and all meats receive the same degree of heat and smoke. Labor is also reduced, and due to close heat control gas and sawdust costs are low and shrink is small. This particular model is manufactured by M. Brand & Sons, Inc., New York City.

asbestos insulated, sectional steel construction, which, it is said, lends itself to close temperature control because it heats quickly and cools quickly. The construction of this type of smokehouse is shown in the accompanying illustration. Here an unloaded cage is shown in place. A one-half h.p. motor is installed on top of the house to revolve the cage during the smoking operation, giving all pieces on the cage the same heat and smoke treatment. This feature, it is claimed, reduced the liability of burned or underdone meats and practically eliminates bursted casings.

Revolving track smokehouses have a capacity of 2,000 to 2,500 lbs. of frankfurters, bologna, liver sausage, etc., per day of 8 to 10 hours when set on the floor level. When set over a fire pit the capacity is increased about 500 lbs. daily. Ham, bacon, shoulders, butts, etc., can be smoked over night, it is said.

In addition to reducing shrink and cutting smoking costs, other advantages are also claimed for this type of smokehouse. Among these are ease of cleansing, safety, cages of large capacity and savings in fuel and sawdust per pound of product smoked. Labor per unit of production is less, it is said, because cages are rolled once only into and out of the house, and as the door remains closed the temperature is easily held at the desired point. Because less attention is needed when meats are smoked in a revolving track smokehouse, one man can handle more houses.

### WILL EDUCATE CONSUMERS.

A nation-wide consumer-trade relations campaign is to be conducted by the Domestic Distribution Department of the Chamber of Commerce of the United States in cooperation with local chambers throughout the country, according to plans announced recently. On September 19 approximately 300 local chambers of commerce had signified their intention of cooperating in the national campaign.

The Domestic Distribution Department's program is directed at effecting a new day of understanding between consumer and retailer. An attempt will be made to clear up a number of popular misconceptions of retail functions and operations by "taking the consumer behind the scenes" in the retail store.

The national campaign will start the third week in October and continue for six weeks through presentation once a week of a nationally-known American woman speaker over a network of broadcasting stations. In addition, many local stations will cooperate, in sections not covered in daytime hours by the network units, by presenting prominent local women in an identical series.

## World Beef Situation

Cattle supplies in North America and Europe were larger this year than last. Beef exports from the principal exporting countries were smaller than last year, and prices were materially lower in both producing and consuming countries, according to a review of the world situation in cattle and beef by the U. S. Department of Agriculture.

In the United States, demand for beef continues at reduced levels, with total slaughter figures running slightly larger than last year. During the last 18 months, the American beef cattle industry has experienced two of the sharpest price declines on record. The lowest prices of the past 20 years were recorded in May, 1931, followed by some recovery in more recent months. Imports of cattle from Canada and Mexico and beef from Canada, New Zealand and South America have been on a very limited scale during 1931.

In Europe, the United Kingdom and France are the only important consumers of Southern Hemisphere beef, recording imports larger so far in 1931 than in 1930. In the United Kingdom practically all of the increase has been secured from Argentina and Australia. London prices during July for the Argentine product were lower than for any July since 1924. France also has taken more Argentine beef this year. In other continental countries, however, there has been a restricted outlet for overseas beef.

### World Cattle Population.

An estimated world total for the years 1926-1930 places cattle numbers at 667,000,000, an increase of 3 per cent over the average for the years 1921-1925 and 20 per cent above the pre-war average. Although world numbers show an increase compared with 1921-1925 it appears to be principally in the consuming countries of Europe and in Africa and Asia as most of the important beef exporting countries of the Southern Hemisphere show decreases compared with numbers in the years 1921-1925.

There was a reduction of 7 per cent in the number in North America compared with 1921-1925, and a reduction of 1 per cent in South America compared with the same average. The number of cattle in Europe, excluding Russia, however, appears to have reached the pre-war level of 103,000,000, the number showing an increase of 5 per cent over the 1921-1925 average.

There was heavy slaughter of cattle, as well as of other livestock in Russia, last year on account of the opposition of peasants to entering the collective farms. Cattle numbers decreased 20 per cent, falling from 67,200,000 to 53,800,000.

Mexico and Canada supply most of the live cattle imports into the United States. Canada also provides a fairly large percentage of the small fresh and frozen beef imports. Last year total imports of live cattle into this country amounted to only 232,000, a decrease of 54 per cent compared with the average for the two preceding years.

Mexico, which furnished 74 per cent of the total, reported 5,585,000 cattle in 1926. No later estimate is available. Canada, which supplied 25 per cent of the live cattle imports into the United States in 1930, reported 8,937,000 cattle on hand, an increase of 1 per cent over 1929. Cattle have been increasing in Canada since 1928 when only 8,793,000 were reported. During the 10 preceding years the number exceeded 9,000,000 each year.

### Source of U. S. Imports.

During the years 1927-1929 Canadian exports of live cattle to this country exceeded those from Mexico, but last year receipts from Mexico greatly exceeded those from Canada. In pre-war years Mexico was the principal source of live cattle imports into the United States, but there has been a falling off in imports of both cattle and beef this year and Canada has made increased shipments to England.

New Zealand comes next to Canada in supplying fresh and frozen beef to the United States. The number of cattle in that country increased 9 per cent in 1930 to 3,766,000. Beef from New Zealand accounted for about one-fourth of the imports of fresh, frozen and pickled or cured beef imported into the United States in 1930, but total imports from that source have dropped sharply in recent years. Although New Zealand has a comparatively small number of cattle, total exports of beef were up to 85,000,000 pounds in 1928. In 1929 and 1930, however, they averaged only 45,000,000 pounds.

The June, 1930, census figures for Argentina, which supplies the bulk of the canned beef imports into the United States, placed cattle numbers at 32,212,000, a decrease of 13 per cent compared with the official figure for December, 1922, but an increase of 24 per cent over the June, 1914, estimate. While the 1930 and 1922 figures are not strictly comparable, it seems fairly cer-

tain that cattle numbers in Argentina were larger in 1922 or 1923 than they are now and that since that time there has been a tendency to decrease.

### Southern Hemisphere Cattle.

Cattle numbers have also decreased in Uruguay since 1924. In 1930 the census placed the total 16 per cent below that of the 1924 census. The war caused a rapid rise in the price of cattle which was followed by more intensive breeding. Between the years 1915 and 1922 the number increased, in spite of the extraordinarily high exportation of meat during those years. However, the crisis in 1921 and 1922 caused much liquidation. Cattle numbers in Brazil appear to be on the increase although no official figures are available since 1920 when the number was estimated at 34,000,000. An unofficial estimate places numbers in 1930 at 40,000,000.

While Australia also exports a considerable amount of frozen beef only a small percentage comes to the United States. Cattle in that country numbered only 11,202,000 in 1930 and have been declining since 1921 when they were estimated at 14,441,000. Cattle numbers in the Union of South Africa, a potential beef exporting country, have also been increasing each year and were estimated at 10,696,000 in 1929. The bulk of the beef exports from that country go to Italy.

### FIRST PRIZE BEEF OF 1931.

White Sox, grand champion of the baby beeves exhibited at the Iowa State Fair this year by Iowa youngsters, was purchased by John Morrell & Co. The price was 60 cents a pound, highest price ever paid at baby beef auctions at the Des Moines Fair.

The champion was a Shorthorn calf weighing 912 lbs., and brought his owner, Dale Westphalen of Atlantic, Iowa, \$547.20. Clete Jordan, chief cattle buyer for John Morrell & Co., made the purchase and also helped judge the beeves earlier in the week at the State Fair. The calf dressed out better than 62 per cent and the carcass was sold to the Fort Greene Packing Co., Brooklyn, N. Y., who disposed of it to the Interstate Food Stores, Inc., Jersey City.

John Morrell & Co. also purchased eighty head of other baby beeves at the state fair and also obtained a number of them at neighboring county fairs. Distribution of the State Fair baby beeves was made largely through the Morrell branch houses at New York City and East Cambridge, Mass. These calves, raised by members of the 4-H Clubs, are purchased at premium prices not with the idea of making a profit on the dressed beef (there is actual loss on most such transactions) but to encourage young farmers and farmers in general in the production of high grade beef cattle in Iowa.



FIRST CHAMPION BEEF STEER OF SEASON.

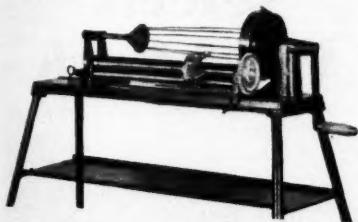


# For Purchasing Departments

## STRINGING MEATS BY MACHINE.

A meat product may be no better than another alongside which it is displayed. But if it looks better it will get customer preference. It pays, therefore, to give merchandise some attention to dress it up, particularly when the polishing off process can be done by new methods with little or no increase in the cost.

Ham rosettes, shoulder rosettes, Dewey hams, small butts, many varieties of sausage and other choice products can now be tied by machine in a better manner and at a lower cost than it is possible to do this operation by



MEAT STRINGING MACHINE.

Any meat cut from 2 to 10 in. thick and from 12 to 15 in. long can be tied on this machine. The cut is clamped between the needles and the string is applied by turning the crank. A better job and a lower stringing cost is claimed.

hand, it is claimed, by the use of a new device recently placed on the market. Although simple in design it is said to do the work in a satisfactory manner.

Essentially the machine consists of a stand on which is mounted the stringing mechanism. This is composed of six stainless steel needles set into a head in circular form. On the head is a small clip which can be moved to vary the diameter of the needle circle, adjustment from a minimum of 2 in. to a maximum of 8 in. being possible. The funnel shown at the left of the accompanying illustration is to prevent the needles from spreading when the meat is in position between them. At the front is a steel finger which guides the string.

When tying a loin, for example, the thick end is tied by hand and the cut is placed in position between the needles, and the lock is clamped down, bringing the needles in contact with the meat on all sides. Simply turning the crank completes the operation. All sizes of meats from 2 to 10 in. thick and from 12 to 15 in. long can be tied on the device. The machine is a product of the Griffith Laboratories, Chicago, Ill.

## FORMS BELLIES IN COOLER.

Many advantages result when bacon bellies are formed or blocked before being sliced. Among these are a closer uniformity in length and width of slices and a reduction of waste by making it possible to slice closer to the end.

A number of devices have been placed on the market from time to time to accomplish these results. The latest bacon blocker is shown in the accompanying illustration. The belly as it

comes from the smokehouse and while still warm is placed in the blocker and put into the cooler, where it chills into the shape into which it has been compressed. At the left in the illustration is shown an unblocked belly. Next to it are nicely squared-up bellies produced in this blocker.

The blocker is built of metal and can be adjusted so that the bellies are held firmly in position while chilling. Perforations at the sides and bottom permit the cold air to reach the meat from all sides and hasten chilling. Bellies can be blocked from 6 to 10 in. wide and in a uniform thickness.

A girl, it is said, can easily use the blocker and stack the bellies in the cooler. The device is being marketed by the Automatic Linker Co., New York City. It will be exhibited at the annual convention of the Institute of American Meat Packers at New York on Oct. 19-20.

## ROTARY PUMPS.

Rotary pumps in sizes from  $\frac{1}{2}$  gal. per minute to 5,000 gals. per minute and of various designs for different uses are described and illustrated in a 10-page folder being distributed by the Northern Pump Co., Minneapolis, Minn. Rotary pumps are coming into more general use in the meat plant for moving liquids and semi-solids economically and the folder will be of interest to the packer who wishes to keep posted on what is new in this type of equipment.

## RUST RESISTING TIN PLATE.

A new product of considerable interest to those branches of industry identified with canning and food products—a rust resisting tin plate—has been announced recently by the Republic Steel Corporation. It is known as Toncan iron tin plate. Possessing the same base analysis as Toncan copper molybdenum iron, the new plate is endowed with the rust and corrosion-resistant characteristics of toncan iron. This enables it to be used in many cases where ordinary tin plate would fail. The new plate, it is announced is specially adapted for cans for packing products of an acid nature. It can be supplied in all base weights and sizes.

## WELDING PLANT FITTINGS.

Erecting pipe lines in the meat plant by welding instead of using screwed and flanged fittings is rapidly gaining headway. A number of advantages result. Among these are a lower erection cost, lower maintenance expense and greater freedom from losses due to leaks. Packers who are planning to make greater use of welding on new construction and maintenance in the plant will be interested in a folder describing welding fittings issued recently by the Midwest Piping and Supply Co., St. Louis, Mo. Among the fittings described are 90 and 45 deg. ells, welding heads, sleeves and saddles. Tables giving dimensions and specifications of the various items are given.

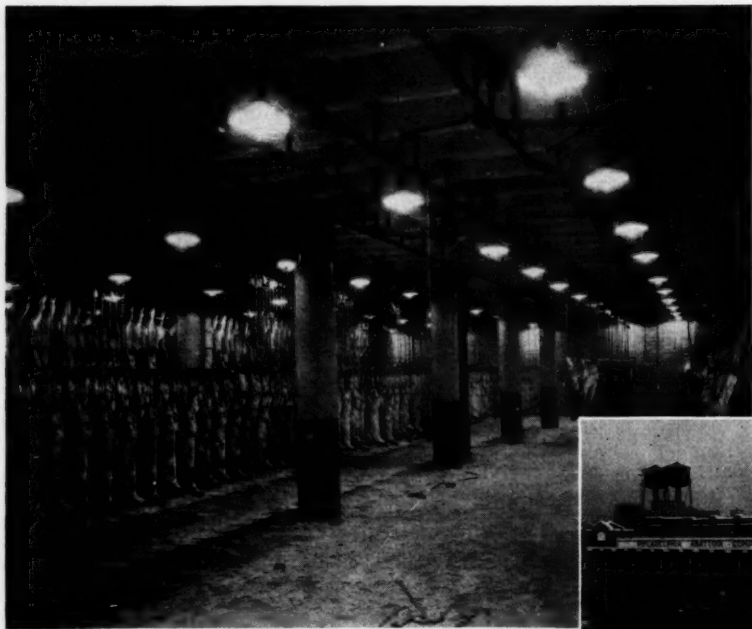


NEW BLOCKER REDUCES BACON SLICING WASTE.

This new bacon blocker can be adjusted to produce bellies 6 to 10 in. wide and of uniform thickness. Perforations in the sides and bottom permit the air to reach the meat from all sides. This feature hastens chilling, it is said. At the left is shown a belly before blocking. Next to it at the right are bellies formed in the device. Note the difference.



# UNITED'S CORKBOARD



Philadelphia Abattoir—Consolidated  
Dressed Beef Co. Sales Cooler.  
600,000 feet UNITED'S Corkboard.

C. B. Comstock, Eng.  
Turner Construct. Co.  
Gen'l. Contr.

SEE US AT BOOTH 9  
Waldorf-Astoria

**I**NSULATION when subjected to the ravages of low temperatures *must be good.*

In a quarter century's service to the Refrigerating Industry we have seen numerous products offered as substitutes for corkboard. Cheap prices, glowing promises, etc., have sometimes influenced buyers to try a substitute. But expensive maintenance and unsatisfactory service have



Oil Storage Room—70 ft. x 34 ft.  
Equipped with hanging baffled drip pans  
to promote rapid air circulation.

**West  
Philadelphia  
Stock Yards  
Phila., Pa.  
selects  
Pure Cork**



invariably resulted in a return to pure corkboard. One hundred per cent pure corkboard is universally accepted as the *only* material that is thoroughly satisfactory and economical for cold storage insulation work.

Hundreds of concerns like West Philadelphia Stock Yards select UNITED to do their insulation work. Sixty repeat contracts for *one* company clearly indicate economical and thoroughly satisfactory installations.

UNITED'S Service, composed of competent refrigerating engineers, skilled mechanics, and a great, modern cork factory, offers an unexcelled insulation service at moderate cost.

Write for literature

Let us quote you on your insulation requirements. We will save you time, money and worry.

**UNITED CORK COMPANIES**

Main Office and Factories

Lyndhurst, N. J.

# UNITED'S SERVICE

# Refrigeration and Frozen Foods

## Plant Cooling Notes

For the Meat Employee Who Is Interested in Refrigeration.

### CARE OF GAS MASKS.

There has been some question among refrigerating engineers as to the value of gas masks. They do not question that these devices are efficient when the need of them arises, but in many cases they may not be used for long periods, the rubber in their construction deteriorates and they sometimes become unserviceable to an extent where they might be a source of danger when they are required.

The problem it seems is one of keeping them in good condition by frequent inspection and treatment that will prevent deterioration of the rubber as much as possible. In the October refrigeration section news letter of the National Safety Council one correspondent tells the methods his company uses to keep masks safe and serviceable. "The company with which I am connected has a large number of plants, and ammonia masks are supplied. These are placed at accessible locations, for use at all times where men are liable to expose themselves to ammonia fumes, or for ready use in case of accident.

"These plants are visited by representatives from our offices, who make it a point to check the ammonia masks to see that they are in good condition. As a means of keeping the mask in good condition, as well as lengthening its life, the assistant general manager of our company has issued instructions to the plant engineers to keep a small bottle of glycerine on hand (about three or four oz.) and to wash the surface of the rubber thoroughly, then coating with glycerine, thereby helping to keep the rubber soft and pliable as well as lengthening the life of the mask."

### PERISHABLES FROM CALIFORNIA.

Completing an experiment in long-distance transportation of perishable foodstuffs, the first refrigerated truck and trailer from Southern California recently delivered a 20-ton load in New York City after a trip of 10 days, five and one-half of which were actual running time. The truck and trailer has a gross weight of 68,000 lbs., and negotiated the trip without incident. The distance is 3,375 miles. The condition of the various foods on their arrival was reported to be perfect.

The combined length of the truck and trailer is 35 ft. The width of each is 8 ft. and the height 10 ft. 6 in. The trip, which was experimental, was sponsored by the Southern California Freight Lines, Ltd. and the General Motors Co., and was in charge of a group of automotive and refrigerating engineers. The truck is refrigerated with Frigidaire equipment which can be hooked up to cool the trailer.

No plans have been announced for coast-to-coast refrigerated truck service, but it is understood that a regular service is contemplated. Eight-day service can be given it is said. On the basis of actual running time of five and one-half days, or about 20 miles per hour, a very fast service is possible using two drivers, it is claimed.

### FROZEN FOOD NOVELTIES.

Quick-frozen confections and food novelties are making their appearance, particularly in the Southern states, and are reported to be selling well. Among these are peeled frozen bananas with chocolate coating, similar to the "Es-kimo Pie" idea, and frozen lady fingers made of banana paste. Sliced quick-frozen peaches, chocolate covered, also are reported to be popular, particularly with children.

### REFRIGERATION NOTES.

Kimbles Ice & Storage Co., Williston, Fla., is erecting a cold storage plant which will have a capacity of 150,000 lbs.

Central Power & Light Co., Nordheim, Tex., has awarded contract for the construction of a cold storage warehouse.

Northern Cold Storage Co., Wilmington, Del., has been incorporated with a capital stock of \$500,000.

Fire recently damaged the plant of the Burlington Ice & Cold Storage Co., Burlington, N. J. The loss is estimated at \$15,000.

The Dubuque Packing Co., Dubuque, Ia., plans the installation of a new refrigerating system to cost about \$100,000.

The Kansas Ice & Cold Storage Co., Salina, Kans., has been purchased by the Public Utilities.

Alterations will be made at the cold storage plant of Wilson & Co., Asbury Park, N. J., at a cost of about \$40,000.

The Union Service Co., Zanesville, O., has purchased the Star Ice & Storage Co.

The Mutual Cold Storage Co., Broadway, Va., has purchased additional refrigerating equipment.

United States Cold Storage Co., Chicago, plans the construction of a nine-story refrigerating and cold storage plant. Its cost, including equipment, will approximate \$1,000,000.

City Ice & Fuel Co., of Cincinnati, O., and Miami, Fla., plans the construction of a one-story cold storage plant at Miami.

### UNITED CORK AT CONVENTION.

United Cork Companies' 100% pure corkboard used for the insulation of cold storage rooms, refrigerated plants, brine tanks, etc., will be exhibited at booth No. 9 at the packers' convention in New York on October 19 to 21. The standard sheets of corkboard, some plain, some scored, some with mastic



REFRIGERATED TRUCK TRAIN MAKES CROSS-CONTINENT RUN.

To test the feasibility of establishing cross-continent refrigerated truck service, this General Motors refrigerated truck and trailer recently was sent from Southern California to New York City with a 20-ton load of perishable foodstuffs. The trip was made in 8 days at an average speed of 23 miles per hour. Dry Zero insulation and Frigidaire refrigerating equipment were used. A special compartment at the front of the truck was fitted out for two engineers who accompanied the shipment, and who made detailed records of truck and trailer performance and recorded all data of possible value.

finish, some with Portland cement finish and some painted, will be on display.

Samples of United's Sealite mastic finish will be available for anyone interested. This waterproof and air-proof finish is for corkboard surfaces. Regranulated and granulated natural cork for packing loosely around brine tanks, etc., will be shown. United's cork bricks for flooring, cow stalls, farms, cold storage rooms, etc., will be shown, and cork pipe covering for the insulation of brine and ammonia, ice water and other cold lines will be on display. Cork bulletin boards, cork tile floors and other cork products will complete this exhibit.

Literature and samples of any of the products manufactured by the United Cork Companies will be available for distribution. A call at this booth will result in valuable information to anyone contemplating new insulation work or repairs to present insulation. Competent refrigerating engineers will be on hand at all times to advise and recommend the proper specifications for any particular installation.

#### JOHNS-MANVILLE SALES.

At the last meeting of the board of directors of the Johns-Manville Sales Corporation, T. K. Mial, R. C. Harden, G. R. Lewis, J. M. Taylor and Franklin Shuey were elected vice-presidents, to have executive supervision of various territorial districts. The districts for which these executives will be responsible are as follows: T. K. Mial, Metropolitan, Boston, Philadelphia and New York state; R. C. Harden, Chicago, St. Louis, Northwestern and Denver; G. R. Lewis, Cleveland, Detroit, Pittsburgh and Cincinnati; J. M. Taylor, New Orleans, Atlanta and Houston; Franklin Shuey, San Francisco, Los Angeles and Seattle. Managers of the districts are as follows: Metropolitan, E. W. Heurung; Philadelphia, J. O. Boylan; Boston, G. W. Esler, jr.; New York state, G. R. Frankland; Cleveland, E. Dowling; Detroit, E. F. Boyle; Cincinnati, H. L. Steiner; Pittsburgh, E. W. Rosenberger; Northwestern, W. G. Wendland; Chicago, W. H. Fogarty; St. Louis, T. C. Greenwood; Denver, L. H. Ingles; Atlanta, J. H. Olden; Houston, T. E. Gossett; New Orleans, C. J. Flanagan; San Francisco, E. H. Clausen; Los Angeles, H. B. Heyn; Seattle, F. W. McDermott.

#### VICTOR PRODUCTS IN WEST.

A change has been made in the distributors of Victor products in the Pacific Northwest. The Cork Insulation Company's office at Seattle, Wash., succeeds the Edwards Ice Machine & Supply Company of Seattle. They are carrying a complete line of Victor doors in their Seattle warehouse for prompt delivery. They will distribute Victor standard cooler and freezer doors, cold storage windows, service fronts, ice chutes, Victor standard helical spring hinges, Victor cooler door fasteners, Victor standard door closers, metal shelving, metal racks, etc.

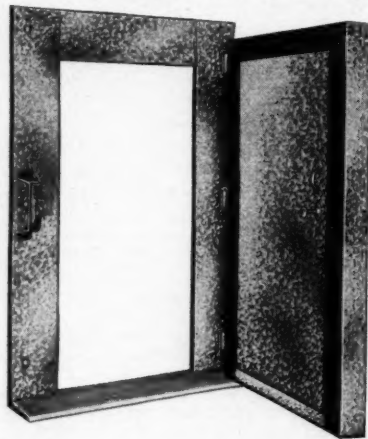
#### PACKERS' MARKET PLACE.

Watch the "Wanted" and "For Sale" page for business opportunities and bargains in equipment.

#### DOOR FOR QUICK FREEZERS.

Development of quick-frozen foods has suddenly imposed upon many distributors of these frozen products problems of storing and handling foreign to former methods. Lower temperatures necessary to carry quick-frozen meats and other products, as well as for ice-cream-hardening rooms, call for heavier insulation, and while this is readily taken care of in the wall, it immediately presents new problems at the doorway.

The familiar type of cold storage door, regardless of thickness of insulation or tightness of sealing gasket, has proven unsuitable for these low temperature conditions. After extensive experiments at its own plant, supplemented by hundreds of doors in actual



SEALS AGAINST LOW TEMPERATURE.

This door for low temperature room fits flat against the casing and seals against wide strips of chemically-treated felt, which prevents freezing or sticking. The door is much heavier than the standard in-fitting door in general use, but is said to be easily opened and closed because of its balanced hanging and flexible hinges.

service, the Jamison Cold Storage Door Company, Hagerstown, Md., has developed the Stevenson Super Freezer Cold Storage Door as practical for sub-zero temperature installations.

This super-freezer door is flat fitting against the casing—not in-fitting, like a standard door—and seals against wide, chemically-treated felts, which prevents freezing or sticking fast. The insulation of the door is recommended to be equal to that of the wall insulation, with the warm side of the door and frame covered with metal to resist infiltration of moisture caused by condensation, which moisture tends to quickly ruin the door. This Stevenson door is much heavier than the standard in-fitting door in general use, but nevertheless is said to be remarkably easy to operate because of its balanced hanging and heavy flexible hinges.

#### WORLD'S FAIR MAGAZINE.

A new monthly magazine, entitled "33," devoted to boosting Chicago and attracting visitors to the Century of Progress world's fair in 1933, is announced. The publication will be the official organ of the World's Fair Club of Chicago, and it is expected that the first issue, to appear November 1, will have a circulation of 25,000.

#### SEPT. INSPECTED SLAUGHTER.

Fewer cattle but more calves, sheep and hogs were slaughtered under federal inspection in September, 1931, than in the same month a year ago, according to the following report of the federal meat inspection service.

	Cattle.	Calves.	Hogs.	Sheep & lambs.
Baltimore	7,673	1,358	53,535	14,121
Buffalo	8,192	2,206	67,433	7,905
Chicago	129,491	38,297	418,425	307,947
Cincinnati	13,980	6,571	60,136	14,237
Cleveland	3,588	4,247	40,937	12,469
Denver	7,781	1,852	20,235	37,506
Detroit	6,001	5,772	63,545	18,113
Fort Worth	23,834	28,642	11,014	35,535
Indianapolis	12,066	3,437	62,016	3,491
Kansas City	60,129	20,410	145,414	124,177
Los Angeles	9,582	3,809	22,778	36,999
Milwaukee	15,578	35,633	93,298	9,419
National Stock Yards	28,186	14,368	81,008	23,583
New York	30,627	55,148	59,203	278,040
Omaha	68,404	5,689	142,675	183,616
Philadelphia	5,935	7,872	68,517	23,819
St. Louis	12,344	9,228	106,600	3,888
Sioux City	28,162	4,442	78,458	68,930
South St.				
Joseph	23,459	4,968	58,519	88,085
South St.				
Paul	42,485	43,981	177,130	94,460
Wichita	6,952	1,913	27,089	3,459
All other stations	140,126	92,904	1,000,001	268,538

Total:				
Sept., '31	688,885	392,807	2,954,565	1,666,066
Sept., '30	760,372	374,388	2,772,666	1,591,282
9 mos. ended Sept., 1931	6,026,221	3,566,016	31,395,758	13,180,906
9 mos. ended Sept., 1930	6,037,797	3,435,706	32,103,684	12,237,486

Horses slaughtered under federal inspection during September totaled 11,964, compared with 12,617 head during September last year. For the first 9 months of this year horses slaughtered totaled 79,712 head, compared with 88,823 head during the same time last year.

#### DANISH BACON EXPORTS UP.

Exports of bacon from Denmark during July, 1931, showed an increase over June, according to U. S. Department of Commerce reports. An average weekly total of slightly over 7,000 tons was attained, bringing total shipments for the past seven months of the current year up to around 210,000 tons, as compared with approximately 165,000 tons during the corresponding seven months of the previous year, a gain of about 27 per cent.

It is expected that an increase in prices will take place, partly because of an increase in the demand and partly because the stocks of bacon that have accumulated in the British market during recent weeks have been to some extent disposed of.

The past month saw a small increase in hog slaughtering, with killings averaging approximately 136,000 head per week, as contrasted with 129,000 head per week during the preceding month.

Preliminary returns of the hog census of July 15 have just been completed and reveal an increase during the past six months in the hog population of 5 1/2 per cent.

Live hog exports during July mounted considerably, from an average of about 400 head per week in June to an average of 750 head per week in July. The bulk of the exports as usual went to Germany, while Austria, Czechoslovakia and Italy shared for the major part of the balance. Exports recorded during the first seven months period of the current year thus were brought up to some 23,000 head as contrasted with around 34,600 head during the corresponding period of the preceding year, a decline of about 35 per cent.



# Provision and Lard Markets

## WEEKLY REVIEW

**Market Active—Lard Strong—Cash Trade Good—Hogs Weigh Lighter—Hog Prices Easy—Outward Movement Fair.**

Market for hog products continued to display considerable activity, particularly for lard. The tone was rather strong and nearby lard deliveries were up about  $\frac{3}{4}$ c lb. from the season's low point. Instead of large October lard deliveries and speculative liquidation, which had been anticipated, there has been a very good demand for futures to packers and warehousemen. Also there has been some good commission house absorption which served to run speculative shorts to cover. Reports of a good cash trade appeared to have offset all other factors.

The market advanced in the face of weakness in securities and grains, lard displaying independent action. When the outside market rallied, additional buying power appeared to come into the provision market. Hogs were rather easy, but the weights were lighter, and this fact attracted considerable attention. Western run to market, while larger than the previous week, was smaller than a year ago.

At times, the active buying of lard was reported by the West to be against export business. At the seaboard, export demand was reported quiet and routine. A good domestic cash trade was reported in lard in most of the domestic centers. At the same time, lard production was officially placed at 91,680,000 lbs. during August, compared with 98,167,000 lbs. the same month last year and a five-year August average of 109,553,000 lbs. The number of swine slaughtered during August was officially placed at 2,499,920 head, compared with 2,724,047 head a year ago.

### Hog Weight Average Lower.

The average cost of hogs during August was 6.05c, compared with 9.35c in August last year. Average live weight was 246.15 lbs., against 245.22 lbs. a year ago.

Average weight of hogs received at Chicago last week was 226 lbs., compared with 231 lbs. the previous week, 233 lbs. a year ago and 239 lbs. two years ago. Average price of hogs at Chicago at the beginning of this week was 5.05c, compared with 5.20c a week ago, 9.60c a year ago, and 9.70c two years ago.

Lard stocks at Chicago during September decreased 17,722,000 lbs. and totaled 29,624,000 lbs., compared with 26,991,000 lbs. the same time last year. Clear belly stocks were 15,830,000 lbs., against 7,952,000 lbs. last year; extra short clears, 116,000 lbs., against 86,000 lbs. a year ago; total cut meats, 77,419,000 lbs., compared with 102,582,000 lbs. the previous month, and 71,287,000 lbs. at the end of September last year.

A better demand for pork products and improvement in beef consumption took place during September, according to the Institute of American Meat Packers. All pork products were retailing at much lower prices than a

year ago. Bacon was down 29 to 35 per cent, according to weight. Hams were off 23 to 29 per cent; fresh hams, 40 per cent; dry salt bellies, 47 per cent, and shoulders, 41 per cent.

### September Average Hog Prices.

September receipts of hogs at the seven markets were 1,490,596 head, compared with 1,487,624 head a year ago. Average price of hogs for September, was 5.41c, the lowest for that month since the turn of the century and the lowest for any month since November, 1907, when the price was 4.90c.

In some provision quarters there was considerable discussion relative to the October-December lard deliveries. October is nearly 1c over December. There appears to be an impression that this premium will not last throughout the month, and as a result there has been some selling of October against purchases of December in anticipation of the narrowing of the spread in the near future.

**PORK**—Market was steady in the

East and demand was satisfactory. At New York, mess was quoted at \$20.50; family, \$23.75; fat backs, \$18.50@18.75.

**LARD**—Both domestic and export demand was reported good, and the market ruled firm. At New York, prime western was quoted at 7.90@8c; middle western, 7.70@7.80c; New York City, 7 $\frac{1}{4}$ c; tierces, 7 $\frac{1}{4}$ @8c in tubs; refined continent, 8 $\frac{1}{4}$ c; South America, 8 $\frac{1}{4}$ c; Brazil kegs, 9 $\frac{1}{4}$ c; compound, car lots, 7@7 $\frac{1}{4}$ c; smaller lots, 7 $\frac{1}{4}$ @7 $\frac{1}{2}$ c.

At Chicago, regular lard in round lots was quoted at 20c over October; loose lard at October price; leaf lard, 25c under October.

See page 48 for later markets.

**BEEF**—Trade was reported light, but the market at New York was very steady. Mess was nominal; packet, nominal; family, \$12.50@14.00; extra India mess, nominal; No. 1 canned corned beef, \$2.25; No. 2, \$4.75; 6 lbs. South America, \$16.00; pickled tongues, \$60.00@65.00 per barrel.

## Cut-Out Values Again Decline

Somewhat higher hog prices and lower green and cured prices combined to produce a somewhat less favorable hog cut-out value this week as compared with a week earlier. Top hog price at Chicago on Thursday of this week was \$5.80, compared with \$5.70 both a week and two weeks ago. Quality of hog receipts was only fair, and a large percentage of the runs continued to be made up of the lighter weights.

There has been a fair distribution of both fresh and cured cuts. Green regular ham prices averaged about 1c lower as the week closed; green picnics are about  $\frac{1}{4}$ c lower, and green bellies are about 1c lower on the average compared with last week.

Green hams have been moving freely, particularly the lighter weights. There has also been a fair demand for heavy green hams, but the supply is not large. There has been considerable undercover trading in carlots of green bellies at prices under the market. Light averages have been unusually

weak. Heavy bellies are scarce and there has been little trading in them. Green picnics have been easy, with the lighter averages in fair demand.

There was a fair movement of fat backs early in the week at prices under the market. As the week closed these cuts seemed to be fairly well sold up. Within-the-industry trading in D. S. bellies has been light. There has been a fair movement through southern branch houses. Loins were uneven most of the week and are closing stronger. Heavy loins are in demand and the price is firm.

In the following test, based on prices in THE NATIONAL PROVISIONER DAILY MARKET SERVICE, a credit of 20c per cwt. is allowed for edible and inedible offal, while a cost of 60c per cwt. in the case of the lighter averages and 54c on the heaviest, with a condemnation charge of 3c per cwt. on all averages, are used in working out the test. Costs will vary from these considerably in different plants, and each packer should substitute his own as well as local credits in working out the test.

	100 to 180 lbs.	180 to 220 lbs.	220 to 250 lbs.	275 to 300 lbs.
Regular hams	\$1.42	\$1.34	\$1.32	\$1.22
Picnics	.46	.42	.40	.31
Boston butts	.43	.43	.43	.43
Pork loins	1.60	1.47	1.28	1.10
Bellies, light	.95	.85	.62	.21
Bellies, heavy	.....	.....	.23	.04
Fat backs	.....	.09	.24	.32
Plates and jowls	.07	.09	.12	.14
Raw leaf	.13	.14	.14	.14
P. S. lard, rend. wt.	.06	.06	.06	.06
Spare ribs	.08	.10	.12	.12
Regular trimmings	.09	.11	.12	.12
Rough feet	.03	.03	.03	.03
Tails	.01	.01	.01	.01
Neckbones	.02	.....	.02	.....
Total cutting value (per 100 lbs. live weight)	\$6.18	\$6.06	\$5.91	\$5.58
Total cutting yield	64.70%	67.45%	69.50%	70.50%
Crediting edible and inedible offal to the above cutting values and deducting from these the cost of well-finished live hogs of the weight shown, plus all expenses, the following results are shown:				
Profit per cwt.	\$ .42	\$ .22	.....	\$ .08
Profit per hog	.71	.44	.....	.08
Loss per cwt.	.....	.....	\$ .04	.....
Loss per hog	.....	.....	.07	.....

# Automatic TEMPERATURE CONTROL

**FOR** Hot Water Heaters, Hog Scalding and Dehairing, Ham and Sausage Cooking, Smoke Houses, Storage and Thawing Rooms, etc.

Increase your profits and improve the quality of your product with Powers Automatic Temperature Control. Stop spoiled products and waste of steam due to overheating caused by errors of hand control. Write for bulletins.

40 Years of Specialization in Temperature Control  
2725 Greenview Ave., Chicago—231 E. 46th St., New York  
ALSO 41 OTHER CITIES

## The POWERS REGULATOR CO.

### DANISH BACON IN BRITAIN.

(Special Letter to The National Provisioner.)

Hamburg, Sept. 28, 1931.

American meat packers seem to have lost a large percentage of the English bacon business to Denmark. And present indications are that this competition will continue to increase.

In 1925, about 190,000 tons of bacon were exported from Denmark to England. In 1930 these exports had increased to 306,000 tons. This year promises to establish another high record, 182,000 tons of Danish bacon have been taken by English consumers July 1.

Despite growing competition from Holland, Lithuania and Poland, the Danes seem to have no troubles disposing of their hog surplus in the English market. They produce a small hog which furnishes an exceptionally tender and tasty bacon, and while they import much of their feeds, it is duty free. Their production costs, therefore, are low, and in the matter of price they are able to compete successfully with bacon from other countries of continental Europe.

### More Bacon Next Year.

Next year, according to present indications, Danish bacon exports will exceed that of any previous 12 months. A recent census shows that that country now has a hog population of five and one-half millions, 600,000 more than at this time a year ago. The hog population in 1926 and 1929 was between three and four millions.

Because of the large hog production last year there were some fears that there would be an oversupply of Danish bacon and that prices on the English market would slump to unprofitable levels. That the bacon export business was profitable despite the lower prices that prevailed seems to be indicated in the larger exports this year and the plans for a still larger bacon production in line with the greater hog production.

So far as the American meat industry is concerned, the growing Danish hog population can mean but one thing—increased competition from Danish bacon on the English market.

### ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to Oct. 9, 1931, show exports from that country were as follows: To England, 21,570 quarters; to the Continent, 15,286 quarters.

Exports of the previous week were as follows: To England, 148,494 quarters; to the Continent, 6,402 quarters.

### PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ended September 26, 1931:

#### HAMS AND SHOULDERS INCLUDING WILTSHIRES.

	Week ended	Jan. 1
	Sept. 26, 1931.	'31 to
	M lbs.	M lbs.
Total	779	830
To Belgium	.....	20
United Kingdom	573	622
Other Europe	.....	178
Cuba	194	23
Other countries	12	185

#### BACON, INCLUDING CUMBERLANDS.

	Week ended	Jan. 1
	Sept. 26, 1931.	'31 to
	M lbs.	M lbs.
Total	505	1,102
To Germany	130	.....
United Kingdom	135	733
Other Europe	150	153
Cuba	44	4
Other countries	46	212

#### PICKLED PORK.

	Week ended	Jan. 1
	Sept. 26, 1931.	'31 to
	M lbs.	M lbs.
Total	127	129
To United Kingdom	10	20
Other Europe	.....	9
Canada	97	92
Other countries	20	13

#### LARD.

	Week ended	Jan. 1
	Sept. 26, 1931.	'31 to
	M lbs.	M lbs.
Total	3,314	7,287
To Germany	1,851	654
Netherlands	1,323	613
United Kingdom	9,969	4,155
Other Europe	263	193
Cuba	628	1,351
Other countries	272	321

#### TOTAL EXPORTS BY PORTS.

Week ended September 26, 1931.

	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.	Pickled pork, M lbs.
Total	779	505	127	8,314
Boston	.....	.....	1	18
Detroit	548	123	33	1,682
Port Huron	.....	37	73	1,157
Key West	194	44	.....	252
New Orleans	11	3	20	548
New York/b	26	298	.....	4,557

b/ Exports to Europe only.

#### DESTINATION OF EXPORTS.

	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.	Pickled pork, M lbs.
Exported to:				
United Kingdom (total)	573	135	.....	.....
Liverpool	355	119	.....	.....
London	118	.....	.....	.....
Manchester	15	.....	.....	.....
Glasgow	28	.....	.....	.....
Other United Kingdom	57	16	.....	.....

	Lard, M lbs.
Exported to:	
Germany (total)	1,851
Hamburg	1,829
Other Germany	31

### LONDON MEAT SUPPLIES.

Supplies of beef and veal received at London Central Markets during the first 8 months of 1931 totalled 161,411 tons as compared with 161,572 tons during the same period last year, says a U. S. Department of Commerce report. Argentina supplied 111,497 tons in 1931 and 112,491 tons in 1930. Supplies of mutton and lamb totalled 99,798 tons during the 1931 period and 96,863 tons during the 1930 period. Bacon supplies totalled 26,125 tons during the period of the current year as against 20,927 tons during the 1930 period.

### Meat and Lard Stocks

Meat and lard in storage at seven principal markets on October 1, 1931, totalled 607,068,532 lbs., compared with 798,575,145 lbs. a month earlier, a reduction of 191,506,000 lbs. for the month. They are, however, in excess of 61,000,000 lbs. greater than on the same date a year ago.

A decline occurred during the month in all cuts. P. S. lard stocks were reduced 21,546,000 lbs. and other lard 2,733,000 lbs. Total lard stocks at these seven points, however, are now some 6,546,000 lbs. above those on October 1, 1930. Total stocks of S. P. meats at these seven points are about 5,736,000 lbs. less than a year ago; stocks of other meats are in excess of those on October 1, 1930.

Hog runs continued small during September. Warm weather during a portion of the month curtailed consumption of pork products somewhat, but cooler weather during the last week brought a revival of buying interest. The extent to which stocks have declined indicate that, on the whole, distribution has been broad.

Stocks of provisions at Chicago, Kansas City, Omaha, St. Louis, East St. Louis, St. Joseph and Milwaukee, on Sept. 30, 1931, with comparisons, as especially compiled by THE NATIONAL PROVISIONER, are reported as follows:

	*Sept. 30, 1931.	Aug. 31, 1931.	Sept. 30, 1930.
Total S. P. meats	117,008,473	144,545,798	122,739,971
Total D. S. meats	50,150,874	68,555,328	29,951,117
Total all meats	181,502,952	232,654,766	153,334,079
P. S. lard	34,637,419	56,183,451	28,228,437
Other lard	11,426,976	14,109,439	11,297,048
Total lard	46,064,395	70,292,890	39,525,485
S. P. regular hams	26,237,032	33,121,020	26,994,254
S. P. sknd. hams	43,484,796	62,486,900	35,688,402
S. P. bellies	55,375,440	42,853,004	28,678,701
S. P. picnic	11,712,345	15,796,332	21,954,534
D. S. bellies	43,312,302	56,996,535	22,919,088
D. S. fat backs	6,162,628	10,878,792	4,000,840

\*One small St. Louis packer not reporting.

### CANADIAN STORAGE STOCKS.

Stocks of meat on hand in cold storage warehouses in Canada on Sept. 1, 1931, with comparisons, are reported by the Dominion Live Stock Branch as follows:

	Sept. 1, 1931.	Aug. 1, 1931.	5-yr. av. 1926-30.
	Lbs.	Lbs.	Lbs.
Beef	7,710,610	6,832,194	3,994,336
Veal	1,671,388	1,610,841	1,593,000
Pork	20,445,822	20,428,854	24,484,011
Mutton and lamb	788,050	771,708	715,338

### CANADIAN MEATS TO U. S.

Exports of livestock and meats from Canada to the United States for Aug. 1931, with comparisons:

	Aug., 1931.	Aug., 1930.
	Lbs.	Lbs.
Cattle, No.	879	62
Calves, No.	3,194	8,130
Hogs, No.	102	1
Sheep, No.	236	41
Beef, lbs.	16,500	84,000
Bacon, lbs.	100,300	67,000
Pork, lbs.	57,100	97,000

### CANADIAN MEAT IMPORTS.

Meat imports into Canada from the United States for August, 1931, with comparisons:

	Aug., 1931.	Aug., 1930.
	Lbs.	Lbs.
Beef	10,886	10,886
Bacon and ham	44,534	61,000
Pork	440,726	377,411
Mutton and lamb	1,326	4,300



# Tallow and Grease Markets

## WEEKLY REVIEW

**TALLOW**—The position of the tallow market did not change materially in the East the past week. There was only small routine trading under way, although the tone of the market was very steady. There was not much tallow on the market, and in some leading circles it was said that any round lot demand would result in a 3c market for extra f.o.b. New York or better. The larger consumers, however, were not inclined to come up in their ideas, but producers looking for improvement in demand were inclined to hold firmly. There was some trading at New York at 2½c f.o.b., and the market might have done better at one time had it not been for the irregularity in the financial markets. However, developments at Washington appeared to have instilled a little more confidence in the business world generally, and it would not be surprising if this confidence would extend to tallow in the immediate future.

The position of other soapers' materials was not changed greatly. Crude cotton oil continued at a level that apparently was not attracting the soap kettle. In the Southeast and Valley, crude cotton oil was 3½@3¼c. Texas was 3c bid.

At New York, special loose tallow was quoted at 2½c; extra, 2½@3c; edible, 4@4¼c nominal.

At Chicago, inquiries continued fairly good in the tallow market, and producers were offering in a moderate way. Bulk of the trade seemed to be confined to the smaller packers and renderers. Accumulations of the larger producers were reported light. Offerings were made sparingly. At Chicago, edible was quoted at 4c; fancy, 3½c; prime packer, 3½c; No. 1, 3c; No. 2, 2½@2¼c.

There was no London tallow auction this week. At Liverpool, Argentine beef tallow September-October was unchanged at 20s. Australian good mixed. Liverpool, September-October was 6d higher at 23s.

**STEARINE**—The market in the East was rather quiet and more or less nominal the past week. Oleo at New York was quoted at 6½c nominal. At Chicago, demand was moderate and the market was steady. Oleo was quoted at 7c.

**OLEO OIL**—Routine trading was reported under way in this market, with extra New York quoted at 6@6½c; medium, 5½@6c; lower grades, 5c. At Chicago, the market was quite and barely steady. Extra was quoted at 6c.

See page 48 for later markets.

**LARD OIL**—Demand again was rather slow. Business was mostly in the way of small lots for nearby shipment. Prices were unchanged and more or less nominal. Edible oil was quoted at 11¼c lb. in barrels; extra winter strained, 8¼c; extra, 8¼c; extra No. 1, 7½c; No. 1, 7¼c; No. 2, 7c.

**NEATFOOT OIL**—Aside from a little small lot demand, the market generally was without change and mostly a nominal affair. Pure oil was quoted

at 10¼c; extra, 10¼c; No. 1, 7½c; cold test, 14½c.

**GREASES**—A better undertone prevailed in this market. Rather favorable developments in financial circles and the steadier tone in tallow were reflected in a slightly better feeling in the grease market. Business was rather limited, but some improved inquiry was noted in the East. At New York, superior house was quoted at 2½@2¼c; yellow and house grease, 2¼@2¼c, depending on quality; A white, 2¼c; B white, 2½@2¼c, choice white, 3¼c nominal.

In the west, a fairly good inquiry was again reported, with producers offering rather sparingly and at firm prices. Trading, however, seems to be more or less confined to the smaller packers, and it is reported that large producers' stocks have been pretty well depleted. Consequently offerings have been only light.

At Chicago, choice white was quoted at 3¼@3¼c; A white, 2½@3c; B white, 2½@2¼c; yellow, 2¼@2¼c; brown, 2½@2¼c.

## By-Products Markets

Chicago, Oct. 8, 1931.

### Blood.

Blood is somewhat easier. Demand is light.

Unit Ammonia.  
Ground and unground.....\$1.60@1.75

### Digester Feed Tankage Materials.

Situation remains very quiet and trading is limited. Offerings, however, are light.

Unit Ammonia.  
Unground, 11½ to 12% ammonia.....\$1.25@1.50 & 10c  
Unground, 6 to 8% ammonia.....1.10@1.20  
Liquid stick .....@1.20  
Steam bone meal, special feeding, per ton .....25.00

### Packaginghouse Feeds.

Product movement seasonable and prices are steady.

Per Ton.  
Digester tankage, meat meal.....\$ @30.00  
Meat and bone scraps, 50% .....@30.00

### Fertilizer Materials.

High grade, 10% ammonia, being offered at \$1.25 & 10c.

Unit Ammonia.  
High grd. ground 10@12% am. @1.25 & 10c  
Low grd. and ungr., 6-9% am. @1.25 & 10c  
Bone tankage, ungd., low grd., per ton .....@13.00  
Hoof meal .....@1.35

### Dry Rendered Tankage.

Market is easier. Prices are quoted 32@35 at Chicago, and higher at middle west points.

Hard pressed and exp. unground, per unit protein .....32 @ .35  
Soft prod. pork, ac. grease & quality, ton .....@20.00  
Soft prod. beef, ac. grease & quality, ton .....@15.00

### Bone Meals (Fertilizer Grades).

Market continues fairly active. Prices show little change.

Raw bone meal for feeding.....\$20.00@25.00  
Steam ground, 3 & 50.....@18.00  
Steam, unground, 3 & 50.....@14.00

### Horns, Bones and Hoofs.

Per Ton.  
Horns, according to grade.....\$30.00@150.00  
Mfg. shla bones.....65.00@110.00  
Cattle hoofs.....15.00@18.00  
Junk bones .....@15.00  
(Note—Foregoing prices are for mixed carloads of unsorted materials indicated above.)

### Gelatine and Glue Stocks.

The market continued very quiet. Transactions are few; prices are considerably lower.

Per Ton.  
Klp stock .....\$20.00@22.00  
Calf stock .....38.00@40.00  
Hide trimmings (old style) .....10.00@12.00  
Hide trimmings (new style) .....8.00@10.00  
Horn piths .....23.50@24.00  
Cattle jaws, skulls and knuckles .....28.00@24.00  
Sinews, pizzles .....10.00@12.00  
Pig skin scraps and trim., per lb. ....@2½c

### Animal Hair.

Animal hair market continues nominal. There has been little trading reported in winter production.

Summer coll and field dried .....1 @ 1¼c  
Processed, black winter, per lb. ....@ 5½c  
Processed, grey, winter, per lb. ....@ 4c  
Cattle switches, each\* .....1 @ 1¼c

\*According to count.

## EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, Oct. 7, 1931.

Ground dried blood sold this week at \$1.60 per unit f.o.b. New York. All spot stocks were cleaned up and several of the producers sold their October productions at this price. The sellers have now advanced their views to \$1.75 per unit for November shipment and the South American material recently sold at \$1.90 per unit c.i.f. Pacific Coast ports, with the present quotations around \$2.00 per unit c.i.f.

Ground tankage has been pretty well cleaned up, with last sales having been made at \$1.40 and 10c f.o.b. New York and most of the desirable unground tankage has passed into buyer's hands.

The new Chilean and domestic nitrate of soda prices were announced last week for deliveries October to June inclusive. The new price in 100 lb. bags is \$1.77 in 200 lb. bags at \$1.73½ and in bulk at \$1.67 per 100 lbs. ex vessel Atlantic or Gulf ports. The price to dealers in carload lots in 100 lb. bags is \$1.80 ex vessel U. S. ports.

Cracklings have sold at better prices and conditions in this market have improved.

When in need of expert packing-house workers watch the classified pages of THE NATIONAL PROVISIONER.

## THE KENTUCKY CHEMICAL MFG. CO.

COVINGTON, KY., Opposite Cincinnati, Ohio

### Buyers of Dry Rendered Tankage

(Cracklings)

PORK or BEEF, SOFT or HARD PRESSED



**MARGARINE MATERIALS USED.**

Oleomargarine produced and materials used in manufacture during August, 1931, with comparisons:

Ingredients of uncolored margarine:	Aug., 1931. Lbs.	Aug., 1930. Lbs.
Butter	2,595	103,955
Cocoanut oil	9,882,529	11,217,172
Corn oil	5,900	26,107
Cottonseed oil	853,159	2,812,100
Derivative of glycerine	12,514	14,912
Lecithin	439	110
Letisene concentrate		44
Milk	4,101,384	5,900,243
Mustard oil		1,717
Neutral lard	681,792	839,800
Oleo oil	1,208,238	2,489,342
Oleo stearine	377,052	466,976
Oleo stock	94,152	104,640
Palm oil	7,200	32,365
Peanut oil	400,004	465,143
Salt	1,128,377	1,894,162
Sesame oil	50,275	
Soda (benzoate of)	7,121	7,202
Soya bean oil	3,710	206,253
Total uncolored	18,353,132	26,591,243
Ingredients of colored margarine:		
Butter	120	3,434
Cocoanut oil	90,613	281,386
Color	426	1,150
Cottonseed oil	26,848	93,609
Derivative of glycerine	7	28
Lecithin		19
Milk	97,462	264,008
Neutral lard	24,530	128,151
Oleo oil	85,548	231,697
Oleo stearine	5,140	10,789
Oleo stock	6,069	18,047
Palm oil	5,510	26,191
Peanut oil	5,796	11,582
Salt	27,604	77,550
Soda (benzoate of)	43	89
Soya bean oil	15	
Total colored	375,731	1,128,450
Grand total	18,728,863	27,719,293

**TRADE COTTON MEAL FOR SEED.**

Commissioners of agriculture from three Southern states met recently in Atlanta, Ga., to discuss the price of cotton seed. Harry D. Wilson of Louisiana called the conference, and advocated some plan of exchange of cotton seed for cottonseed meal and other agricultural needs of the cotton grower. He had the promise of certain Louisiana oil men to exchange cottonseed meal for seed at the rate of 1,400 to 1,500 lbs. of meal for one ton of seed, he said. Commissioner Eugene Talmadge of Georgia and Commissioner J. W. Shealy, South Carolina, attended one meeting, as did Earl S. Haines, executive secretary of the National Cottonseed Products Association, Memphis, and Harold S. Booker, secretary of the Association for the Increased Use of Cotton, Columbia, S. C.

**AUG. MARGARINE PRODUCTION.**

Margarine production in August, 1931, with comparisons:

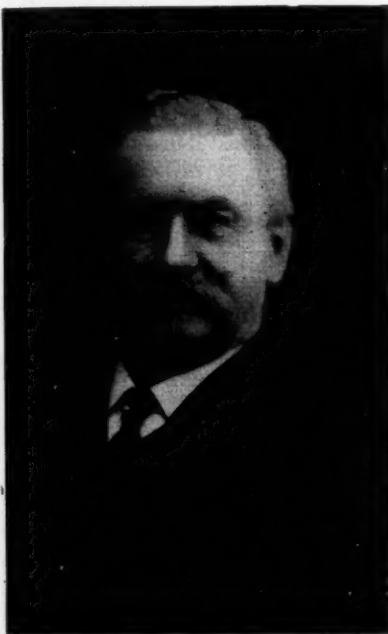
	Aug., 1931. Lbs.	Aug., 1930. Lbs.
Uncolored	15,760,052	22,203,929
Colored	314,834	867,521
Total	16,074,886	23,071,450

**The Blanton Company**  
ST. LOUIS  
Refiners of  
**VEGETABLE OILS**  
Manufacturers of  
**SHORTENING**  
**MARGARINE**

**COTTON SEED PIONEER PASSES.**

With the death of Frederick W. Brode at Memphis, Tenn., on September 27 at the ripe age of 88 the cottonseed products industry loses one of its few remaining pioneers. Mr. Brode was one of the founders of the Interstate Cottonseed Crushers' Association, now the National Cottonseed Products Association. He was the dean of cottonseed products brokers and may almost be called the father of the cottonseed meal trade.

He was a figure beloved and respected throughout the industry. In the early days, when the industry needed a friend, he was always at hand.



FREDERICK W. BRODE.

This spirit remained even when the need had passed. He was a valued friend of the editor of THE NATIONAL PROVISIONER for almost a quarter of a century.

Mr. Brode was born in Saxony, August 14, 1843. His family came to New Orleans when he was nine, and after a few years in that city, St. Louis and Houston, moved to Memphis in 1856. During the decade previous to 1880 he began to develop trade in cottonseed meal, first as fertilizer for sugar plantations and then as cattle feed, and soon F. W. Brode & Co. was a leading factor in the introduction of the then new protein feed to the world.

To him, as much as to his close friend, E. M. Durham, who became its first president, was due the organization of the Interstate Cottonseed Crushers Association in 1897, says the Cotton Oil Press. In the councils of the organization, until his health broke a few years ago, Mr. Brode was a constructive leader, and his opinions were

eagerly sought by active member mill operators, although not being an operator he modestly recognized his disqualifications for office.

He was a charter member of the Memphis Merchants Exchange and largely responsible for the cottonseed products trading rules of that body, which were the recognized rules of the industry until the Interstate Association, using them as a basis, and with his assistance, developed rules of its own.

Mrs. Brode died in 1928, three years after they had celebrated their golden wedding. Five children survive, Julian L. and Ben Dee, sons, who are carrying on the business, and Mrs. Marc C. Fleishel, Jacksonville, Fla., and Mrs. J. M. Fly and Mrs. Jos. H. Mangum, both of Memphis, and nine grandchildren and five great grandchildren.

**VEGETABLE OIL MARKETS.**

**COCOANUT OIL**—A much better undertone was disclosed the past week, and prices in the East has been advanced fractionally. The better feeling was partly inspired by the improvement in other directions. There has not been any important pressure from large producers, and there seems to be more inquiry. However, not much business has been put through. At New York, tanks were quoted at 3¼@3½c, depending on shipment. At the Coast, tanks were quoted at 3¼@3½c.

**CORN OIL**—The market was rather steady at the last sales prices of 3¼c f.o.b. mills. Inactivity was generally reported, with both producers and consumers holding off awaiting developments.

**SOYA BEAN OIL**—Conditions remain more or less nominal, with very little interest indicated in this market. At New York, eastern producers were asking 6c, while at Western mills sellers tanks were quoted at 4½c.

**PALM OIL**—The inclination to await developments was noted in leading quarters. Larger shippers are not pressing offerings, but no betterment in consumers demand was reported. Prices had been shaded fractionally during the week, but no important business has materialized. At New York, spot Nigre was quoted at 3¼@3½c; shipment Nigre, 3¼c; spot Lagos, 4c; shipment Lagos, 3¼c; 12½ per cent acid oil, 3.70c.

**PALM KERNEL OIL**—The market was featured by the absence of interest, and prices were without change. New York tanks were quoted at 3.85c; bulk oil, 3.70c.

**OLIVE OIL**—While the undertone remained distinctly steady, no important business has been consummated of late and offerings are light. New York spot tanks are quoted at 4¼@5c; shipment footc, 4½c@4¾c, depending on position.

**RUBBERSEED OIL**—Market nominal.

**SESAME OIL**—Market nominal.

**PEANUT OIL**—Market nominal.

**COTTONSEED OIL**—Demand at New York for store oil remained quiet, with available supplies very light. Southeast and Valley crude were quoted at 3¼c bid; Texas, 3c bid.

# Vegetable Oil Markets

## WEEKLY REVIEW

Trade Moderate—Market Irregular—  
Hedge Selling Increasing—Cash  
Trade Fair—Crude About Steady—  
Lard Firm—Weather Less Favorable.

In a moderate trade the past week, cottonseed oil future prices on the New York Produce Exchange backed and filled over a fair range. At one time they dived into new low ground for the season, but they also displayed more ability to recover from the breaks than of late. Pronounced weakness in the security market the early part of the week was responsible for selling and liquidation, which established new lows. When the stock market recovered commodities generally staged a good rally. There was more evidence of hedge selling the past week, and at times buying was influenced by strength in lard. Cash oil demand continued somewhat below the seasonal normal. This had the effect of keeping sentiment more or less mixed.

Commission house brokers with southern and western connections were on the selling side of the market, presumably against crude purchases in part. A scattered demand and considerable ring profit taking absorbed the offerings and took the slack out of the market at times, but on the bulges selling pressure increased, and the technical position of the ring served to make for rapid fluctuations both ways at times.

Some of the ring traders put out their lines again on the rallies, but a few appeared to have taken the long side for a turn. Apparently these believe that the President's conference with leading politicians, bankers and business men will ultimately bring about a strengthening of the business structure and possibly improve the business situation.

### Cash Demand Routine.

Close observers did not believe that the Washington developments would bring about immediate enhancement in commodities. Nevertheless there was a rather confident feeling that the action would mend some of the sore spots in

the American business structure and that the releasing of frozen bank credits would be an outstanding factor in the restoration of confidence throughout the country.

Consuming demand for oil was more or less routine, with indications of fairly good deliveries against old orders. Distributors and consumers see little or nothing, as yet, to influence them to take hold freely. As a result, stocks in consumers' hands are believed to be light. However, these low stocks will not help the coming Government statistical report, and expectations are that September consumption will run around 200,000 bbls., against 321,000 bbls. last year.

Visible supply will compare with 596,000 bbls. in August and 1,121,000 bbls. in September a year ago. There is every likelihood that the total visible supply will again be somewhat smaller than that of a year ago, as the indica-

tions still are that the movement of seed, as well as the ginnings, are running behind the same time last season.

### Seed Prices Low.

Seed markets continue rather low. At gins, prices are quoted at \$6.00 to \$8.00 per ton, which are very low. These low prices, together with the low levels for cotton, are expected to make for a situation where farmers will feed more seed, use more of it for fertilizer. However, the extent of wastage, feeding and fertilizing will not be known for some time to come.

There are many who believe that the usual percentage of seed that goes to the mills for oil, compared to the size of the crop, will not be witnessed this season. A wide spread continues between the private estimates. These range from 14,287,000 bales to 15,960,000 bales, with an average of around 15,550,000 bales. The trade is looking for large figures, the average guess of the cotton exchange members being 15,960,000 bales.

Crude markets went into new lows, with sales in the Southeast at 3.17½¢; Valley, 3½¢; Texas, 3¢. Offerings were rather steadily held, however, and the Southeast and Valley later rallied to 3½¢ bid, with Texas at 3¢ bid. Market transactions at New York follow:

### Friday, October 2, 1931.

Spot	Range		Closing	
	Sales.	High.	Low.	Bid. Asked.
Oct. ....	2	410	405	385 Bid
Nov. ....				410 a ....
Dec. ....				430 a 445
Jan. ....				435 a 440
Mar. ....	2	445	445	442 a 444
May ....	13	450	448	448 a 450

Sales, including switches, 17 contracts. Southeast crude, 3½¢ bid; 3 1/5¢ asked.

### Saturday, October 3, 1931.

Spot	375 a ....
Oct.	405 a 425
Nov.	400 a ....
Dec.	428 a 434
Jan.	1 435 435 430 a 435
Mar.	436 a 443
May	445 a 450

Sales, including switches, 1 contract. Southeast crude, 3½¢ bid; 3.20¢ asked.

## SOUTHERN MARKETS

### New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Oct. 8, 1931.—Crude cotton oil is steady at 3½¢ lb. for Texas; 3½¢ lb. for Valley. Offerings are light. Ginnings are increasing but the seed movement is comparatively light. It will likely increase on today's government larger crop estimate. Bleachable yellow is quoted at 4¢ lb. loose New Orleans. Trade expects a big decrease in imported edible oils, leading to a good consumption of cotton oil.

### Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Oct. 8, 1931.—Crude cotton seed oil, 3½¢; forty-one per cent protein cottonseed meal, \$10.50; loose cottonseed hulls, \$1.00@2.00.

### Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Oct. 8, 1931.—Prime cotton seed oil, 3½¢; forty-three per cent meal, \$11.50; hulls, \$4.00; mill run liners, 1½¢@3¢.



Many of the leading packers and wholesalers of the middle west, east, and south are selling Mistletoe. Let us refer you to some of them.

**G. H. Hammond Company**  
Chicago, Illinois

**HAMMOND'S**  
**Mistletoe**  
**MARGARINE**



## Monday, October 5, 1931.

Spot	.....	390	a	....
Oct.	.....	399	a	425
Nov.	.....	365	a	....
Dec.	.....	420	a	424
Jan.	.....	415	a	430
Mar.	.....	432	a	431
May	.....	440	a	437

Sales, including switches, 13 contracts. Southeast crude,  $3\frac{1}{2}\%$  @  $3.17\frac{1}{2}\%$  c.

## Tuesday, October 6, 1931.

Spot	.....	390	a	....
Oct.	.....	420	a	435
Nov.	.....	415	a	....
Dec.	.....	435	a	450
Jan.	.....	435	a	455
Mar.	.....	445	a	458
May	.....	466	a	464

Sales, including switches, 17 contracts. Southeast crude,  $3\frac{1}{2}\%$  @  $3\frac{1}{2}\%$  c.

## Wednesday, October 7, 1931.

Spot	.....	400	a	....
Oct.	.....	430	a	430
Nov.	.....	400	a	....
Dec.	.....	435	a	445
Jan.	.....	440	a	450
Mar.	.....	458	a	455
May	.....	465	a	453

Sales, including switches, 13 contracts. Southeast crude,  $3\frac{1}{2}\%$  c bid.

## Thursday, October 8, 1931.

Spot	.....	425	a	....
Oct.	.....	435	a	465
Nov.	.....	420	a	....
Dec.	.....	440	a	460
Jan.	.....	438	a	458
Mar.	.....	460	a	457
May	.....	460	a	465

Late markets on this page.

## MEMPHIS PRODUCTS MARKETS.

(Special Report to The National Provisioner.)

Memphis, Tenn., Oct. 7, 1931.

Opening of the cottonseed meal market today was strong. Immediately thereafter the market advanced 25¢ 50c from the close of yesterday. December sold at \$11.00; January, \$11.25; February, \$11.50. The advance, however, failed to hold. With liquidation in outside markets, prices gave way and December sold back to \$10.85. At the high price today the market was up practically \$1.00 a ton. This advance has been sufficient to take care of short covering for the past two days, which was brought about largely through the advance in the stock market and the cotton market.

There has been little change in the spot situation except there is a little better demand for car-lot shipments. The trade is awaiting with interest the Government cotton crop estimate. This will probably have some effect on the market depending on the predicted size of the crop.

In sympathy with the cottonseed meal market there was an advance in the price of cotton seed today. Trading was done in January at \$11.25 and in February at \$11.50. February sales were made at \$1.00 over the bid price of yesterday, however seed was not salable later in the day at this price. The movement of seed continues heavy. The price of actual for immediate shipment is practically \$9.00 Memphis. In view of the premium on the deferred months, the market is furnishing wonderful hedge facilities to buyers of cotton seed.

## The Week's Closing Markets

## FRIDAY'S CLOSINGS

## Provisions.

Hog products were active and strong the latter part of the week, lard reaching new highs for the move on persistent commission house buying covering, packer absorption, a stronger hog market and a fairly good cash lard demand. Prices were also aided by stronger markets generally.

## Cottonseed Oil.

Cotton oil eased on bearish government report but recovered on oversold on conditions, short covering, a better stock market, firmness in lard, a rally in cotton and firmer crude markets.

Southeast and Valley,  $3\frac{1}{2}\%$  c sales and bid; Texas,  $3\frac{1}{2}\%$  c bid. Cash demand is moderate.

Quotations on bleachable cottonseed oil at New York Friday noon were:

Oct., \$4.55@4.75; Nov., \$4.40 bid; Dec., \$4.40@4.60; Jan., \$4.54@4.65; Mar., \$4.60@4.70; May, \$4.74@4.75.

Quotations on prime summer yellow: Oct., \$4.50 bid; Nov., \$4.30 bid; Dec., \$4.35@4.60; Jan., \$4.35@4.60; Mar., \$4.50@4.70; May, \$4.60@4.75.

## Tallow.

Tallow, extra, 2¢ @ 3¢.

## Stearine.

Stearine, 6¢ c.

## Friday's Lard Markets.

New York, Oct. 9, 1931. — Lard, prime western, \$8.05@8.15; middle western, \$7.85@7.95; city, 7½¢; refined continent, 8½¢; South American, 8½¢; Brazil kegs, 9½¢; compound, 7@7½¢.

## HULL OIL MARKETS.

Hull, England, Oct. 7, 1931.—(By Cable)—Refined cottonseed oils, 25s 6d; Egyptian crude cottonseed oil, 23s.

## Profit or Loss?

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## BRITISH PROVISION MARKETS.

(Special Cable to The National Provisioner.)

Liverpool, October 9, 1931.—General provision market firmer owing to smaller arrivals; demand for hams very good, picnics and pure lard in fair demand; no demand for square shoulders.

Friday's prices were as follows: Hams, American cut, 90s; hams, long cut, 95s; shoulders, square, none; picnics, none; short backs, 69s; bellies, clear, 57s; Canadian, none; Cumberlands, 74s; Wiltshires, none; spot lard, 54s 6d.

## EUROPEAN PROVISION CABLES.

The market at Hamburg for the week ended October 3, 1931, showed practically no change, according to cables to the U. S. Department of Commerce. Prices were higher for refined lard, prime steam lard, frozen pork livers. Other prices remain the same as last week. Receipts of lard for the week were 2,034 metric tons, 177 metric tons of which came from Denmark. Arrivals of hogs at 20 of Germany's most important markets were 88,000, at a top Berlin price of 12.76 cents a pound, compared with 97,000, at 12.98 cents a pound, for the same week of last year.

The Rotterdam market was rather quiet. Demand was medium and prices were nearly the same as last week with exception of extra neutral lard, extra premier jus and refined lard which were lower. Prices slightly lower in Dutch Guilders. United States packers selling only in U. S. Currency.

The market at Liverpool was firm. Prices were higher.

The total of pigs bought in Ireland for bacon curing was 27,500 for the week, as compared with 23,000 for the corresponding week of last year.

The estimated slaughter of Danish hogs for the week ended September 30, 1931, was 97,200, as compared with 122,400 for the corresponding week of last year.

## NETHERLANDS PORK EXPORTS.

Quantities of pork and pork products exported from the Netherlands during July, 1931, showed considerable increases over the corresponding month of 1930, according to a U. S. Department of Commerce report. Values were proportionately lower, however. The quantity of fresh pork exported increased 101 per cent; cured pork, 161 per cent; dried or smoked pork, 124 per cent; lard, 77 per cent. Gross weight of bacon was 44 per cent higher. Live hogs, the only item which has been declining for several months, were again lower by 4 per cent.

## DANISH BACON EXPORTS.

Exports of Danish bacon for the week ended October 3, 1931, amounted to 6,619 metric tons compared with 6,966 metric tons last week and 6,794 metric tons during the corresponding week of last year.

## LARD AND GREASE EXPORTS.

Exports of lard from New York City, Oct. 1, 1931, to Oct. 7, 1931, totaled 3,819,792 lbs.; tallow, none; greases, 752,000 lbs.; stearine, none.



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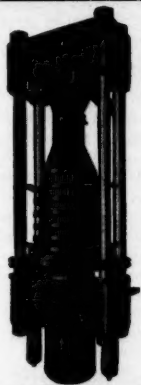
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# Live Stock Markets

## CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Ill., Oct. 8, 1931.

**CATTLE**—Compared with a week ago, strictly choice fed steers and yearlings, all representative weights, strong to 25c higher; all other grades unevenly 25@40c lower, good to near choice long yearlings and medium grade weighty steers showing most downturn; both weighty bullocks and yearlings uncovered new high tops for season, heavies going to \$10.60 and long yearlings to \$10.25; no strictly choice light yearlings here, supply light heifer and mixed yearlings also remaining small; western grass run fell down, comprising only about 9,000 head, but this did not support low priced killers, although it tended to stimulate stock and feeder prices; most fed steers, \$7.50@9.50; grassers, \$4.50@6.50, weighty Nebraska grass steers selling up to \$7.60; fat cows and heifers, steady; low cutters and cutters, strong; bulls fully steady and vealers 50c@1.00 lower; average price fed steers approximately \$8.50; strictly choice kinds all weights very scarce and supply weighty bullocks comparatively small.

**HOGS**—Compared with one week ago, weights above 200 lbs. 5@10c higher, extreme weights up more, lighter weights about steady, pigs around 25c lower; packing sows 40@50c higher; week's top \$5.80, paid today, late bulk 200 to 300 lbs., \$5.55@5.75; 310 to 360 lbs., \$5.15@5.65; 170 to 190 lbs., \$5.15@5.50; 140 to 160 lbs., \$4.85@5.15; pigs, \$4.00@4.50; packing sows, \$4.60@5.15, smooth light kinds to \$5.40 and above.

**SHEEP**—Compared with a week ago: Killing classes mostly 50c@1.00 lower, fat lambs off most; small receipts since mid-week a stabilizing factor; feeding lambs strong; closing bulks: Good and choice native ewe and wether lambs \$5.75@6.25, few \$6.50; westerns, \$6.00@6.25; week's top \$7.00 paid for natives; native bucks, \$4.75@5.25; throwouts, \$3.50@4.00; fat ewes, \$1.50@2.00, few, \$2.25 and \$2.50; range feeding lambs, \$5.00@5.40, few \$5.50 earlier in week.

## KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kan., Oct. 8, 1931.

**CATTLE**—Some strength developed this week on highly finished native fed steers and yearlings, but majority of natives closed steady to 25c lower. Better kinds of western killing steers, along with medium heifers, declined fully 25c. Plain quality grass steers held around steady, while values on bulls and the lower grades of cows advanced 25c. Fat cows and the better grades of fed heifers were little changed. Choice 1,326-lb. steers topped at \$10.00, and choice long yearlings sold up to \$9.75. Bulk of fed native steers cashed from \$8.00@9.25, majority of fed grass steers ranged from \$6.25@7.50, and a spread of \$3.75@5.75 secured bulk of the straight grassers. Vealers and killing calves slumped 50c to mostly \$1.00, with a very few selected vealers up to \$8.00 and the bulk \$7.00 down.

**HOGS**—After opening the week with a slight decline, hogs are closing fairly active, with most all weights 15c higher than a week ago. Bulk of 170- to 275-lb. offerings sold today from \$5.25@5.45 and 140- to 170-lb. averages brought \$5.00@5.25. Packing sows held steady at \$3.75@4.75.

**SHEEP**—Fat lambs were under pressure all week, with rangers declining \$1.00 and a limited supply of natives losing around 25c. Range lambs on Monday cleared at \$6.50, but on the close \$5.75 stopped both western and natives. Mature killing classes were scarce and steady. A few fat ewes realized \$2.25, but majority sold downward from \$2.00.

## OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Oct. 8, 1931.

**CATTLE**—Early in the week choice weighty steers and medium weights were in broad demand and sold strong to as much as 25c higher, reaching new high levels for the season. Later most of the upturn was lost. Yearlings closed the week 25c to as much

as 50c lower, short feds showing the most loss. She stock is mostly unchanged except better grade cows which are strong to 25c higher. Bulls advanced 50c, and vealers held about steady. Long yearlings reached \$10.10, weighty steers, 1,511 lbs., \$10.20, and 1,380-lb. weights, \$10.25. Choice 735-lb. heifers earned \$9.50.

**HOGS**—General trend to hog values throughout the period has been stronger, with weighty butchers and packing sows favored in the competition. Comparisons Thursday with Thursday show lights strong to 10c higher; medium weight butchers, 15@25c higher; heavy butchers, 40c higher; sows, 40@45c higher. Thursday's top, \$5.50, was paid for 210- to 240-lb. butchers, with the following bulks: 180- to 250-lb. selections, \$5.10@5.50; 140 to 180 lbs., \$4.40@5.10; 250- to 350-lb. butchers, \$4.75@5.40; extreme weight butchers, down to \$4.40. Sows bulked \$4.00@4.75; top on light sows, \$4.85.

**SHEEP**—An indifferent packer demand traceable to unsatisfactory conditions in the dressed lamb trade were the outstanding features in this week's lamb trade. Prices broke sharply, decline from Thursday to Thursday on slaughter lambs being \$1.00@1.25, while other killing classes have been in light supply and are generally steady. Thursday's bulk sorted choice grade native and range lambs sold \$5.50@5.75, while good and choice range yearlings cashed \$4.25@5.00; good and choice ewes, \$1.50@2.25.

## ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., Oct. 8, 1931.

**CATTLE**—Compared with one week ago: Best native steers steady; all other steers, mixed yearlings and heifers and beef cows 25@50c lower; cutters and low cutters steady to shade lower; medium bulls 25@35c higher; vealers steady to 25c lower; heavy slaughter calves \$1.00 to 1.50 lower, westerns down the maximum. Bulk of native steers brought \$6.25@8.80; most fat kinds \$7.75@9.10, with top yearlings \$9.35 and best matured descriptions \$8.75. Most western steers earned \$4.50@5.65, top, \$6.75; bulk of fat mixed yearlings and heifers scored \$7.25@8.00; medium fleshed kinds, \$5.00@6.50, top mixed bringing \$9.50 and best

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heifers \$8.75. Cows bulked at \$3.25@4.25; top, \$5.50; most low cutters \$1.75@2.25. The period closed with top vealers \$9.25, best medium bulls \$4.35.

HOGS—Swine prices advanced 15¢ during the period under review, Thursday's trade being the highest of the week. Top price reached \$5.75, while bulk of 150 to 300 lbs. descriptions scored \$5.25@5.70; sows, \$3.90@5.00.

SHEEP—Fat lambs declined 75¢ while throwouts and sheep held steady; late bulk lambs to packers \$6.00@6.25, top to city butchers, \$6.50; common throwouts, \$3.50; fat ewes, \$1.00@2.00.

## SIoux CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., Oct. 8, 1931.

CATTLE—Choice beef steers and yearlings ruled steady for the week, while shortfed and grassy kinds declined 5¢, with some sales off more. Choice medium and heavy weight beefs topped freely at \$9.75, long yearlings reached \$9.60, grain-feds bulked at \$7.00@9.25, and grassers went at \$6.75 down. No marked change developed for fat she stock. Odd lots of fed heifers moved at \$8.75 down, grassers bulked at \$3.75@5.00, and most cows turned at \$3.00@3.75. Bulls advanced 5¢@50¢, and medium grades ranged up to \$4.00. A firm market retained a \$7.50 practical vealer top.

HOGS—All buying interests competed actively, and swine values advanced mostly 25¢@50¢ compared with a week earlier. The top went at \$5.50 for medium weight selections, and most 170 to 300-pounders earned \$5.00@5.40, while the few weightier kinds turned at \$4.50@5.00. Better grade light lights brought \$4.25@5.00. Packing sows sold principally at \$4.25@4.75; some heavy and rough kinds down around \$4.00.

SHEEP—Mild shipping demand was insufficient support for the fat lamb market, and prices dropped 50¢@1.00 from general levels of a week ago. The late bulk of fat lambs sold \$5.50@5.75 to packers; shippers top, \$6.00. Aged sheep weakened in sympathy, and most fat ewes sold \$1.75 down, 25¢ under a week ago.

## ST. JOSEPH

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, Mo., Oct. 8, 1931.

CATTLE—The fat cattle market has been under pressure, especially grassers and short-fed steers, which show 25¢@35¢ and spots 50¢ off; strictly grain-fed offerings, steady to 25¢ lower. Supplies ran very largely to Western cattle. Choice 1,060-lb. native yearlings brought \$9.65 and a sprinkling of other native cattle \$8.60@9.50; most fed Westerns \$7.00@8.35; with a few lots up to \$8.60; straight grassers mainly \$4.50@6.10; a few warmed-up kinds \$6.25@6.75. She stock sold weak, bulls 25¢ higher; choice vealers steady, other vealers and calves 50¢@75¢ lower sorts considered. Most grassy and short fed heifers brought \$5.00@6.60, nothing in load lots over \$7.25; most beef cows \$3.00@

4.00; cutter grades, \$1.75@2.75; bulls largely, \$3.00@3.50; top vealers, \$8.50.

HOGS—Hogs showed some further small improvement, most butchers 5¢@10¢ higher and sows 25¢@50¢ higher than a week ago. Top today was \$5.45; bulk 180- to 300-lb., \$5.25@5.40; 140- to 170-lb., \$4.75@5.15; sows mostly \$3.75@4.75. Just a little over a week ago the top stood at \$5.05.

SHEEP—The market today was in a deadlock, with sellers fighting to get \$6.00 for some choice lambs and buyers opposed to paying over \$5.75. These prices reflect a decline of around \$1.00 since this time last week. Some of the best natives sold today at \$5.75 and these show less decline than westerns.

## ST. PAUL

(By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.)

So. St. Paul, Minn., Oct. 8, 1931.

CATTLE—Increased aggregate receipts, accompanied by a lower turn to the dressed trade, made for uneven declines of 25¢@50¢ on all slaughter classes this week. Bulk of the grass crop centered at \$4.50@6.50, fed offerings going at \$7.50@9.25. Choice heavies reached \$9.50. Beef cows centered at \$3.00@4.00; heifers, \$3.50@5.00; cutters, \$1.75@2.50; bulls, \$3.25@3.50. Vealers cleared from \$5.50@7.50, or \$1.00 or more lower for the week.

HOGS—Some reduction in marketings of hogs made for uneven advances of 10¢@25¢ on all classes during the week. Better grade 160- to 200-lb. weights sold at \$4.60@4.85; sorted 200- to 260-lb. averages to \$5.00; heavier butchers, \$4.25 or below. Underweights and pigs turned at \$4.00; packing sows, \$3.50@4.25.

SHEEP—Fat lambs worked 50¢@75¢ lower, sheep holding steady. Bulk of the better natives sold today at \$6.25; medium grade lambs, \$4.25@5.00; common throwouts, largely \$3.50. Fat ewes sold at \$1.50 down; culls, 50¢.

## CORN BELT DIRECT TRADING.

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., Oct. 8, 1931.

Compared with a week ago, hogs scaling 180 lbs. and up unloaded direct at 24 concentration points and 7 packing plants in Iowa and Minnesota are mostly 25¢@35¢ higher; lighter weights little changed. Receipts were light, and demand was active on packing account. Late bulk of good to choice 200- to 280-lb. weights, \$4.85@5.25, the latter being price paid only for long-haul consignments; 170- to 190-lb. weights, mostly \$4.50@5.00; packing sows, largely \$3.75@4.35; smooth light weights, up to \$4.60; big weights, down around \$3.50, few below.

Receipts of hogs unloaded daily at these 24 concentration yards and 7 packing plants week ended Oct. 8:

	This week.	Last week.
Friday, Oct. 2.....	18,600	15,300
Saturday, Oct. 3.....	15,700	13,400
Monday, Oct. 5.....	27,200	31,500
Tuesday, Oct. 6.....	10,200	15,500
Wednesday, Oct. 7.....	9,800	18,800
Thursday, Oct. 8.....	11,600	21,200

Unless otherwise noted, price quotations are based on transactions covering deliveries showing neither excessive weight shrinkage, nor excessive fills.

## RECEIPTS AT CHIEF CENTERS.

Combined receipts at principal markets, week ended Oct. 3, 1931:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended Oct. 3.....	255,000	527,000	598,000
Previous week .....	236,000	487,000	504,000
1930 .....	303,000	469,000	611,000
1929 .....	315,000	576,000	522,000
1928 .....	335,000	438,000	506,000
1927 .....	370,000	452,000	512,000

Hogs at 11 markets:	
Week ended Oct. 3.....	471,000
Previous week .....	403,000
1930 .....	408,000
1929 .....	506,000
1928 .....	370,000
1927 .....	368,000

At 7 markets:	Cattle.	Hogs.	Sheep.
Week ended Oct. 3.....	205,000	390,000	406,000
Previous week .....	187,000	333,000	424,000
1930 .....	232,000	343,000	482,000
1929 .....	238,000	424,000	367,000
1928 .....	255,000	297,000	432,000
1927 .....	264,000	288,000	385,000

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## RECEIPTS AT CENTERS

SATURDAY, OCTOBER 3, 1931.

	Cattle.	Hogs.	Sheep.
Chicago	500	7,000	2,500
Kansas City	300	850	
Omaha	100	3,000	2,700
St. Louis	350	4,000	250
St. Joseph	25	2,000	4,000
Sioux City	200	1,500	2,500
St. Paul	2,200	2,500	7,500
Oklahoma City	100	200	300
Fort Worth	500	200	3,700
Milwaukee	300	100	100
Denver	200	500	9,900
Louisville	300	400	300
Wichita	100	700	100
Indianapolis	200	3,000	100
Pittsburgh	200	600	1,000
Cincinnati	200	1,400	100
Buffalo	100	500	300
Cleveland	300	300	300
Nashville	100	100	100

MONDAY, OCTOBER 5, 1931.

Chicago	26,000	42,000	33,000
Kansas City	25,000	5,500	15,000
Omaha	18,500	10,000	20,000
St. Louis	8,000	10,000	4,000
St. Joseph	3,500	4,000	6,000
Sioux City	9,000	6,500	13,000
St. Paul	15,000	19,000	26,000
Oklahoma City	1,300	800	3,000
Fort Worth	2,200	900	3,000
Milwaukee	300	2,500	300
Denver	6,400	3,500	36,800
Louisville	1,300	1,500	500
Wichita	3,700	1,800	800
Indianapolis	7,000	1,000	1,000
Pittsburgh	1,200	3,900	6,300
Cincinnati	3,000	4,300	1,000
Buffalo	1,400	6,600	8,100
Cleveland	1,300	3,500	4,300
Nashville	1,300	200	100

TUESDAY, OCTOBER 6, 1931.

Chicago	8,000	25,000	20,000
Kansas City	10,000	3,000	15,000
Omaha	4,400	8,500	2,000
St. Joseph	1,900	2,000	1,500
Sioux City	3,000	5,000	2,500
St. Paul	1,700	12,000	5,000
Oklahoma City	900	200	400
Fort Worth	2,200	500	1,500
Milwaukee	700	5,000	300
Denver	1,000	1,200	17,000
Louisville	200	900	400
Wichita	700	1,800	400
Indianapolis	1,200	7,000	2,000
Pittsburgh	1,300	1,200	1,300
Cincinnati	500	3,500	1,300
Buffalo	100	800	700
Cleveland	200	1,900	2,000
Nashville	200	200	400

WEDNESDAY, OCTOBER 7, 1931.

Chicago	11,000	17,000	15,000
Kansas City	6,500	4,000	7,000
Omaha	6,000	6,500	7,000
St. Louis	5,100	7,500	2,500
St. Joseph	1,900	2,000	7,500
Sioux City	2,500	5,000	3,500
St. Paul	2,000	14,000	4,500
Oklahoma City	800	700	400
Fort Worth	2,800	600	1,600
Milwaukee	700	4,500	300
Denver	1,300	1,300	15,000
Louisville	300	700	300
Wichita	600	1,400	200
Indianapolis	1,000	6,000	1,500
Pittsburgh	100	1,500	1,300
Cincinnati	300	2,000	1,800
Buffalo	200	1,500	1,000
Cleveland	500	2,000	2,000
Nashville	300	400	300

THURSDAY, OCTOBER 8, 1931.

Chicago	6,000	20,000	20,000
Kansas City	3,000	3,500	5,500
Omaha	3,500	9,000	15,500
St. Louis	3,000	6,000	1,500
St. Joseph	1,800	4,800	6,500
Sioux City	2,800	6,000	6,500
St. Paul	2,900	8,000	14,000
Oklahoma City	600	600	200
Fort Worth	2,800	400	700
Milwaukee	700	3,000	100
Denver	800	1,900	15,500
Louisville	200	600	200
Wichita	300	1,300	100
Indianapolis	600	7,000	1,100
Pittsburgh	300	1,500	1,000
Cincinnati	500	4,500	600
Buffalo	300	1,400	1,100
Cleveland	200	2,100	1,500
Nashville	200	400	100

FRIDAY, OCTOBER 9, 1931.

Chicago	3,000	20,000	20,000
Kansas City	1,200	3,500	5,500
Omaha	1,500	10,000	15,500
St. Louis	1,200	8,000	4,500
St. Joseph	700	4,000	3,500
Sioux City	1,000	8,500	4,000
St. Paul	3,500	14,500	4,000
Oklahoma City	500	600	200
Fort Worth	1,200	200	600
Milwaukee	300	1,500	200
Denver	800	300	10,000
Louisville	300	500	200
Wichita	10,347	8,575	12,571
Indianapolis	400	2,000	800
Pittsburgh	100	2,800	1,500
Cincinnati	500	3,900	1,600
Buffalo	200	2,700	1,800
Cleveland	200	1,400	800

## SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at 14 centers for the week ended October 3, 1931, with comparisons:

## CATTLE.

	Week ended Oct. 3.	Prev. week.	Cur. week.
Chicago	38,866	31,640	27,891
Kansas City	22,566	18,323	25,106
Omaha	21,935	18,048	22,825
St. Louis	10,347	8,575	12,571
St. Joseph	8,674	5,917	7,505
Sioux City	8,145	7,406	7,507
Wichita	2,101	1,741	2,400
Fort Worth	5,104	1,681	6,827
Philadelphia	2,063	1,581	1,689
Indianapolis	1,000	1,200	1,000
New York & Jersey City	8,874	7,494	9,422
Oklahoma City	4,594	3,033	8,900
Cincinnati	5,321	3,097	4,790
Denver	3,079	3,450	3,862
Total	139,295	110,481	145,147

## HOGS.

Chicago	93,737	103,073	104,558
Kansas City	16,485	12,432	14,320
Omaha	28,172	26,711	19,296
St. Louis	27,343	26,352	20,835
St. Joseph	17,047	10,117	11,424
Sioux City	17,855	15,412	16,010
Wichita	8,006	6,317	6,617
Fort Worth	2,622	1,681	3,432
Philadelphia	10,671	14,688	18,439
Indianapolis	14,631	12,318	11,900
New York & Jersey City	57,536	46,265	46,680
Oklahoma City	7,500	4,411	4,677
Cincinnati	19,356	16,225	18,821
Denver	6,825	6,922	7,988
Total	331,361	301,272	296,261

## SHEEP.

Chicago	100,227	87,871	54,827
Kansas City	35,549	36,061	26,994
Omaha	50,612	33,790	43,890
St. Louis	10,347	8,575	5,740
St. Joseph	19,906	18,635	13,175
Sioux City	19,233	7,406	12,711
Wichita	565	946	536
Fort Worth	8,920	1,741	6,448
Philadelphia	9,172	8,750	6,448
Indianapolis	703	1,581	901
New York & Jersey City	86,302	77,427	78,137
Oklahoma City	1,120	608	809
Cincinnati	4,233	3,259	3,259
Denver	6,865	10,908	11,960
Total	353,763	292,020	273,941

## U. S. INSPECTED HOG KILL

At nine centers during week ended Friday, October 2, 1931:

	Week ended Oct. 2.	Prev. week.	Cur. week.
Chicago	112,817	100,490	104,558
Kansas City, Kan.	31,897	29,178	26,994
Omaha	20,006	27,437	20,835
St. Louis	41,412	41,241	41,587
St. Joseph	17,023	15,550	18,875
St. Paul	50,976	48,390	46,360
Sioux City	16,525	10,928	14,531
Indianapolis	16,333	13,192	14,531
New York and J. C.	37,884	30,614	31,000
Total	300,973	317,041	315,979

\*Includes St. Louis, Mo.

## LIVESTOCK PRICES AT LEADING MARKETS.

Livestock prices at five leading Western markets Thursday, Oct. 8, 1931:

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Hogs (Soft or oily hogs and roasting pigs excluded):					
Lt. lt. (140-160 lbs.) gd.-ch.	4.75@5.15	5.10@5.40	4.40@4.90	4.75@5.25	4.25@4.75
Lt. wt. (160-180 lbs.) gd.-ch.	5.00@5.35	5.25@5.50	4.50@5.00	5.00@5.40	4.50@5.00
(180-200 lbs.) gd.-ch.	5.15@5.50	5.50@5.75	5.15@5.50	5.20@5.45	4.85@5.10
Med. wt. (200-220 lbs.) gd.-ch.	5.40@5.75	5.60@5.75	5.20@5.50	5.20@5.45	5.00@5.25
(220-250 lbs.) gd.-ch.	5.60@5.80	5.60@5.75	5.20@5.50	5.20@5.45	5.00@5.25
Hvy. wt. (250-280 lbs.) gd.-ch.	5.60@5.80	5.60@5.75	4.90@5.40	5.20@5.45	4.85@5.25
(280-350 lbs.) gd.-ch.	5.35@5.50	5.15@5.70	4.85@5.00	4.85@5.35	4.25@4.85
Pkg. sows (275-300 lbs.) med.-ch.	4.50@5.40	3.85@4.90	4.00@4.85	3.75@4.75	3.75@4.50
Str. pigs (100-130 lbs.) gd.-ch.	4.00@4.75	4.75@5.25	4.65@5.40	4.00@4.10	4.00@4.10
Av. cost & wt. Thurs. (pigs excl.)	5.21-226 lbs.	5.43-200 lbs.	4.70-203 lbs.	5.14-228 lbs.	

## Slaughter Cattle and Calves:

## STEERS (800-900 LBS.):

Choice	9.50@10.25	9.50@10.00	9.00@9.75	9.00@9.75	8.75@9.75
Good	7.50@9.50	7.50@9.50	7.25@9.25	7.25@9.25	7.25@8.75
Medium	6.00@7.50	4.75@7.50	5.50@7.25	4.75@7.25	5.50@7.25
Common	4.00@6.00	3.75@4.75	3.50@5.50	3.50@4.75	3.50@5.50

## STEERS (900-1,100 LBS.):

Choice	9.50@10.25	9.50@10.00	9.00@9.75	9.00@9.75	8.75@9.75
Good	7.50@9.50	7.50@9.50	7.25@9.25	7.00@9.00	7.25@8.75
Medium	6.00@7.50	4.75@7.50	5.50@7.25	4.75@7.00	5.50@7.25
Common	4.00@6.00	3.75@4.75	3.50@5.50	3.50@4.75	3.50@5.50

## STEERS (1,100-1,300 LBS.):

Choice	9.50@10.00	9.50@10.00	9.25@10.25	9.00@10.00	8.75@9.75
Good	7.50@9.50	7.50@9.50	7.25@9.25	7.00@9.00	7.25@8.75
Medium	5.75@7.50	4.75@7.50	5.50@7.25	4.75@7.00	5.25@7.25

## STEERS (1,300-1,500 LBS.):

Choice	9.50@10.00	9.00@9.75	9.25@10.25	9.00@10.00	8.75@9.75
Good	7.50@9.50	7.50@9.50	7.25@9.25	7.00@9.00	7.25@8.75

## HEIFERS (500-800 LBS.):

Choice	9.00@9.75	8.50@9.50	8.50@9.50	8.00@9.00	7.50@8.75
Good	6.75@9.00	7.25@8.50	6.75@8.50	6.50@8.00	6.00@7.75
Medium	4.50@6.75	5.00@7.25	4.50@6.75	4.00@6.50	4.25@6.25
Common	3.00@4.50	3.00@5.00	3.00@4.50	3.00@4.00	3.00@4.25

## COWS:

Choice	5.00@5.75	5.00@5.75	4.75@6.00	4.50@5.00	4.50@5.50
Good	4.25@5.00	4.25@5.00	4.00@4.75	3.50@4.50	3.50@4.50
Com.-med.	3.25@4.25	3.25@4.25	3.00@4.00	3.00@3.50	2.60@3.50
Low cutter and cutter	2.00@3.25	1.50@3.25	2.00@3.00	1.50@3.00	1.50@2.60

## BULLS (YRIS. EX. BEEF):

Gd.-ch.	4.50@5.50	4.00@4.75	4.00@4.75	3.75@4.25	3.60@4.25
Cut.-med.	3.50@4.75	2.75@4.35	2.75@4.25	2.25@3.75	2.50@3.75

## VEALERS (MILK-FED):

Gd.-ch.	7.50@8.50	7.75@9.25	6.00@8.00	6.00@8.00	5.50@8.50
Medium	6.00@7.50	5.25@7.75	5.00@6.00	4.00@6.00	4.00@5.50
Cut.-com.	4.00@6.00	2.75@5.25	2.50@5.00	2.50@4.00	2.50@4.00

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, October 3, 1931, with comparisons, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co. ....	6,344	5,172	14,841
Swift & Co. ....	5,967	1,094	29,437
Wilson & Co. ....	4,334	4,496	7,340
Morris & Co. ....	2,351	2,211	10,376
Anglo-Amer. Prov. Co. ....	1,419	966	...
G. H. Hammond Co. ....	2,488	1,028	...
Libby, McNeill & Libby. ....	508	...	...
Shippers ....	18,782	27,333	51,215
Others ....	9,958	35,115	20,403
Brennan Packing Co., 6,438 hogs; Independent Packing Co., 1,470 hogs; Boyd, Lanham & Co., 507 hogs; Hygrade Food Products Corp., 3,226 hogs; Agar Packing Co., 6,202 hogs.			
Total: 51,661 cattle; 8,071 calves; 100,626 hogs; 13,612 sheep.			
Not including 997 cattle, 2,406 calves, 27,333 hogs and 17,830 sheep bought direct.			

KANSAS CITY.

	Cattle.	Hogs.	Sheep.
Armour and Co. ....	4,559	11,750	7,011
Cudahy Pkg. Co. ....	4,158	2,016	7,980
Powder Pkg. Co. ....	295	...	...
Morris & Co. ....	2,568	1,510	4,071
Swift & Co. ....	5,510	6,658	8,865
Wilson & Co. ....	3,650	2,907	7,236
Others ....	1,826	1,284	380
Total ....	22,566	25,184	35,549

OMAHA.

	Cattle & calves.	Hogs.	Sheep.
Armour and Co. ....	5,263	6,414	9,344
Cudahy Pkg. Co. ....	4,112	6,002	13,285
Dold Pkg. Co. ....	1,352	5,167	...
Morris & Co. ....	2,019	1,388	4,740
Swift & Co. ....	5,220	4,372	18,900
Others ....	23,886	...	...
Eagle Pkg. Co., 2 cattle; Geo. Hoffman Pkg. Co., 65 cattle; Omaha Pkg. Co., 95 cattle; J. Roth & Sons, 7 cattle; So. Omaha Pkg. Co., 78 cattle; Lincoln Pkg. Co., 132 cattle; Nagle Pkg. Co., 200 cattle; Sinclair Pkg. Co., 496 cattle; Wilson & Co., 100 cattle; East Side Pkg. Co., 72 cattle.			
Total: 19,342 cattle; 49,209 hogs; 46,269 sheep.			

ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co. ....	2,105	1,082	2,009	2,617
Swift & Co. ....	2,328	2,442	1,090	2,641
Morris & Co. ....	655	555	...	521
East Side Pkg. Co. ....	1,186	...	3,279	96
American Pkg. Co. ....	405	108	1,701	318
Key Pkg. Co. ....	131	81	6,476	53
Shippers ....	9,292	4,003	24,857	2,608
Others ....	3,537	515	12,270	1,848
Total ....	19,639	8,798	52,291	10,700
Not including 3,193 cattle, 2,098 calves, 37,500 hogs and 2,741 sheep bought direct.				

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co. ....	2,096	1,107	8,402	12,840
Armour and Co. ....	3,528	923	8,321	7,068
Others ....	2,363	20	7,074	5,425
Total ....	8,887	2,050	23,797	25,331

SIoux CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co. ....	2,434	319	8,092	7,656
Armour and Co. ....	2,803	287	8,043	6,751
Swift & Co. ....	1,604	332	4,263	5,291
Shippers ....	2,575	5	16,491	2,514
Others ....	304	17	42	...
Total ....	9,720	960	36,931	22,212

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co. ....	1,369	826	1,410	588
Wilson & Co. ....	1,137	979	1,443	541
Others ....	152	45	750	...
Total ....	2,658	1,850	3,603	1,129
Not including 86 cattle bought direct.				

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co. ....	877	417	1,841	553
Dold Pkg. Co. ....	544	7	1,329	12
Wichita D. B. Co. ....	29	...	...	...
Dunn Osterberg ....	90	...	...	...
Keefe-Le Sturgeon. ....	22	...	...	...
Fred W. Dold ....	115	...	519	...
Total ....	1,677	424	3,689	565
Not including 2,317 hogs bought direct.				

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co. ....	2,920	4,247	14,345	10,477
Cudahy Pkg. Co. ....	549	1,265	...	...
Swift & Co. ....	4,478	5,855	21,659	15,658
United Pkg. Co. ....	2,170	118	...	...
Others ....	1,186	21	30,940	9,589
Total ....	11,312	11,506	66,844	35,724

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co. ....	1,276	167	2,178	10,707
Armour and Co. ....	1,078	169	1,516	9,996
Others ....	1,433	166	2,143	10,090
Total ....	3,787	502	6,135	30,793

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co. ....	2,006	6,059	17,383	2,078
Swift & Co., Chi. ....	...	...	1,467	...
Swift & Co., Balt. ....	...	...	1,275	...
U. B. D. Co., N. Y. ....	36	...	...	...
The Layton Co. ....	...	...	827	...
R. Gunz & Co. ....	92	43	71	21
Armour & Co., Mil. ....	701	3,036	...	...
N.Y.B.D.M.Co., N.Y. ....	00	...	...	...
Corkran, Hill, Balt. ....	...	...	918	...
Bimble, Har., N.J. ....	...	...	1,048	...
Shippers ....	221	26	134	54
Others ....	320	345	200	320
Total ....	3,436	9,509	21,854	3,940

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co. ....	1,058	948	11,585	1,600
Armour and Co. ....	325	90	1,979	247
Indianapolis Abt. Co. ....	294	72	...	...
Hilgemeler Bros. ....	5	...	1,024	...
Brown Bros. ....	136	27	210	15
Riverview Pkg. Co. ....	13	...	167	...
Schussler Pkg. Co. ....	34	...	475	...
Meier Pkg. Co. ....	183	...	...	...
Indiana Prov. Co. ....	61	8	380	...
Maass Hartman Co. ....	29	15	...	26
Art Wabnitz ....	3	40	...	...
Hoosier Abt. Co. ....	30	...	...	...
Shippers ....	704	1,758	23,651	10,777
Others ....	882	121	1,080	856
Total ....	3,647	2,784	40,921	13,683

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Son. ....	...	5	...	707
Ideal Pkg. Co. ....	18	...	769	...
E. Kahn's Sons Co. ....	939	1,480	2,900	129
Kroger G. & B. Co. ....	131	78	1,180	...
Lohrey Pkg. Co. ....	5	...	3,570	...
H. H. Meyer P. Co. ....	2	...	...	...
A. Sander Pkg. Co. ....	5	...	1,346	...
J. Schlachter's Sons. ....	158	247	...	176
J. & F. Schroth Co. ....	15	...	2,218	...
John F. Stegner ....	377	168	...	438
Shippers ....	384	1,115	3,988	5,141
Others ....	1,684	901	771	544
Total ....	3,698	3,694	16,667	7,135
Not including 1,406 cattle, 8,169 hogs and 942 sheep bought direct.				

RECAPITULATION.

Recapitulation of packers' purchases by markets for week ended October 3, 1931, with comparisons:

CATTLE.

	Week ended Oct. 3, 1931.	Prev. week.	Cor.
Chicago ....	51,661	49,807	27,968
Kansas City ....	22,566	16,523	5,243
Omaha ....	19,342	19,418	19,369
St. Joseph ....	19,639	18,419	13,971
St. Louis ....	8,887	7,241	11,188
Sioux City ....	9,720	9,967	10,122
Okla. City ....	2,658	2,164	5,911
Wichita ....	1,677	1,442	1,901
St. Paul ....	1,131	1,241	11,072
Milwaukee ....	3,436	2,594	3,047
Indianapolis ....	3,647	3,950	4,501
Cincinnati ....	3,098	3,194	2,878
Total ....	162,030	149,635	120,343

HOGS.

	Week ended Oct. 3, 1931.	Prev. week.	Cor.
Chicago ....	100,626	88,995	51,243
Kansas City ....	25,184	12,452	14,568
Omaha ....	49,209	43,304	35,576
St. Louis ....	52,291	46,239	29,855
St. Joseph ....	23,797	12,487	21,184
Sioux City ....	36,931	26,474	18,061
Okla. City ....	3,603	4,411	4,977
Wichita ....	3,689	4,200	7,601
Denver ....	6,135	5,530	4,827
St. Paul ....	66,844	65,614	53,134
Milwaukee ....	21,854	17,728	16,183
Indianapolis ....	40,921	37,879	29,717
Cincinnati ....	16,667	18,281	19,413
Total ....	447,701	383,574	297,042

SHEEP.

	Week ended Oct. 3, 1931.	Prev. week.	Cor.
Chicago ....	133,612	112,894	54,927
Kansas City ....	35,549	36,001	25,784
Omaha ....	46,269	32,554	47,454
St. Louis ....	16,700	28,908	5,749
St. Joseph ....	25,331	24,309	25,018
Sioux City ....	22,212	13,635	14,457
Okla. City ....	1,120	603	261
Wichita ....	565	648	652
Denver ....	30,793	38,539	29,567
St. Paul ....	35,724	32,083	27,430
Milwaukee ....	3,940	2,837	2,553
Indianapolis ....	13,633	8,758	11,557
Cincinnati ....	7,135	5,213	3,470
Total ....	448,959	336,432	248,879

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods are reported as follows:

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Sept. 28. ....	24,641	3,189	38,300	27,581
Tues., Sept. 29. ....	7,975	2,584	24,419	20,455
Wed., Sept. 30. ....	10,491	2,681	24,834	32,238
Thurs., Oct. 1. ....	6,182	1,677	23,762	29,296
Fri., Oct. 2. ....	2,938	919	19,244	21,555
Sat., Oct. 3. ....	500	200	7,000	2,000
This week ....	52,497	11,250	137,089	133,124
Previous week ....	49,114	8,078	118,011	130,463
Year ago ....	54,019	9,022	120,039	117,927
Two years ago ....	52,249	11,373	131,426	54,458
Total receipts for month and year to Oct. 3, with comparisons:				
October. ....	1931.	1930.	1931.	1930.
Cattle ....	9,390	17,706	1,667,615	1,643,054
Calves ....	2,796	4,931	416,587	404,293
Hogs ....	50,096	47,680	5,490,062	5,641,399
Sheep ....	52,850	59,304	3,167,159	3,159,041

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Sept. 28. ....	4,173	8	8,443	6,468
Tues., Sept. 29. ....	5,329	265	4,218	9,838
Wed., Sept. 30. ....	5,090	280	4,611	12,087
Thurs., Oct. 1. ....	2,555	122	5,114	9,987
Fri., Oct. 2. ....	1,200	20	7,340	9,800
Sat., Oct. 3. ....	100	...	500	100
This week ....	18,507	605	29,926	48,344
Previous week ....	18,468	533	16,849	54,880
Year ago ....	18,151	449	186,359	60,154
Two years ago ....	19,047	969	24,442	35,490

WEEKLY AVERAGE PRICE OF LIVE STOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ended Oct. 3. ....	\$ 8.40	\$ 5.15	\$ 2.50	\$ 6.30
Previous week ....	8.25	5.25	1.95	5.85
1930 ....	10.55	9.00	2.50	7.50
1929 ....	14.00	9.60	4.35	12.10
1928 ....	10.55	5.75	12.85	...
1927 ....	13.15	10.90	5.75	13.70
1926 ....	10.45	12.50	6.00	13.00
Av. 1926-1930. ....	\$12.25	\$10.50	\$ 4.85	\$11.80

SUPPLIES FOR CHICAGO PACKERS.

Net supplies of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ended Oct. 3. ....	34,000	107,000	84,800
Previous week ....	30,646	101,162	75,582
1930 ....	35,668	67,686	67,773
1929 ....	35,262	90,378	49,974
1928 ....	36,103	74,417	74,848
1927 ....	44,137	72,917	63,065

\*Saturday, Oct. 3, estimated.

HOG RECEIPTS, WEIGHTS, PRICES.

Receipts, average weights and tops and average prices of hogs, with comparisons:

	No.	Avg.	Prices	
	Rec'd.	Wgt.	Top.	Avg.
*Week ended Oct. 3.	137,100	226	\$ 5.50	\$ 5.15
Previous week	118,011	231	6.00	5.25
1930	120,039	233	10.15	9.00
1929	131,426	229	10.80	9.90
1928	93,728	238	11.30	10.50
1927	95,668	249	12.00	10.90
1926	93,323	254	13.90	12.50

## SEPTEMBER FRESH MEAT PRICES COMPARED

## New York.

Wholesale fresh meat prices for September compared with August, 1931, and September, 1930, as reported by the U. S. Bureau of Agricultural Economics:

WHOLESALE.		BEEF.		
		Sept., 1931.	Aug., 1931.	Sept., 1930.
Steer—				
550-700 lbs.	Choice	\$16.13	\$15.08	\$19.84
	Good	14.90	14.90	17.44
700 lbs. up.	Choice	15.77	15.15	19.34
	Good	14.42	14.19	17.04
500 lbs. up.	Medium	11.26	11.88	13.83
	Common	8.67	9.19	11.18
Cow—	Good	11.02	10.82	13.51
	Medium	8.95	9.58	10.88
	Common	7.26	7.91	9.53

VEAL CARCASSES (Skin On).				
		Sept., 1931.	Aug., 1931.	Sept., 1930.
	Choice	19.12	18.95	24.19
	Good	17.34	17.32	22.06
	Medium	14.82	14.92	19.38
	Common	12.08	12.08	16.88

## LAMB.

38 lbs. down.	Choice	16.24	19.00	19.50
	Good	14.85	17.00	18.69
	Medium	12.96	14.28	16.65
39-45 lbs.	Choice	16.24	18.95	19.50
	Good	14.85	17.00	18.44
	Medium	12.96	14.25	16.30

## MUTTON (Ewe).

70 lbs. down.	Good	7.78	7.25	10.39
	Medium	6.22	5.92	8.84

## Chicago.

Wholesale fresh meat prices for September compared with August, 1931, and September, 1930, as reported by the U. S. Bureau of Agricultural Economics:

WHOLESALE.		BEEF.		
		Sept., 1931.	Aug., 1931.	Sept., 1930.
Steer—				
550-700 lbs.	Choice	\$14.96	\$14.96	\$19.10
	Good	13.98	13.89	17.25
700 lbs. up.	Choice	14.13	13.40	17.85
	Good	13.20	12.90	16.60
500 lbs. up.	Medium	10.80	11.56	13.99
	Common	8.31	9.92	11.35
Cow—	Good	9.36	9.62	12.24
	Medium	8.00	8.46	10.84
	Common	6.78	7.42	9.51

VEAL CARCASSES (Skin On).				
		Sept., 1931.	Aug., 1931.	Sept., 1930.
	Choice	15.44	16.00	20.95
	Good	14.40	15.00	18.78
	Medium	13.32	14.00	16.60
	Common	11.46	12.00	14.60

## LAMB.

38 lbs. down.	Choice	15.68	19.32	18.80
	Good	14.50	16.92	16.92
	Medium	12.38	13.50	14.75
39-45 lbs.	Choice	15.68	19.32	18.80
	Good	14.50	16.95	16.92
	Medium	12.38	13.50	14.75

## MUTTON (Ewe).

70 lbs. down.	Good	7.00	8.52	10.28
	Medium	5.24	6.75	8.28

Prices of steers and lambs, Chicago, and wholesale and retail fresh meat prices, New York during September, 1931, compared with those of August, 1931, and of September a year ago, are reported as follows by the U. S. Bureau of Agricultural Economics:

	Average price live animal <sup>1</sup> per 100 lbs.			Average wholesale price of carcass <sup>2</sup> per 100 lbs.			Composite retail price <sup>3</sup> per lb.		
	Sept., 1931.	Aug., 1931.	Sept., 1930.	Sept., 1931.	Aug., 1931.	Sept., 1930.	Sept., 1931.	Aug., 1931.	Sept., 1930.
Steer—									
Choice	\$ 9.72	\$ 9.47	\$12.07	\$16.14	\$15.08	\$19.84	\$36.78	\$36.82	\$45.79
Good	8.58	8.86	11.18	14.88	14.98	17.89	30.86	30.44	35.65
Medium	6.82	7.31	9.56	11.21	11.87	13.83	28.01	27.12	32.97
Weighted average <sup>4</sup>	8.44	8.64	11.01	12.31	14.40	17.29	31.63	31.20	37.28
Lamb—									
Choice	7.23	7.90	8.76	16.43	19.00	19.59	33.66	36.99	41.18
Good	6.61	7.27	8.23	15.00	17.00	18.69	24.74	26.86	30.28
Medium	5.64	6.08	7.28	13.04	14.25	16.66	23.46	25.08	28.41
Weighted average <sup>4</sup>	6.40	6.96	8.00	14.62	16.46	18.13	26.74	28.90	32.59

<sup>1</sup>Steers, 1,100-1,300 lbs. choice, 900-1,100 lbs. good and medium. Lambs, 90 lbs. down.

<sup>2</sup>Beef, 550-700 lbs. choice and good, 500 lbs. up, medium. Lamb, 38 lbs. down.

<sup>3</sup>Based on percentage trimmed retail cuts at average retail quotations.

<sup>4</sup>Credit and delivery for choice and cash and carry for good and medium.

<sup>5</sup>Medium to choice grades, weighted according to estimated New York distribution, i. e., Beef, choice 24½ per cent, good 51½ per cent and medium 24 per cent. Lamb, choice 28 per cent, good 52 per cent and medium 40 per cent.

## THIS YEAR AND LAST.

Livestock prices at Chicago during September, 1931, compared with those of the previous month and of September, 1930, are reported as follows by the U. S. Bureau of Agricultural Economics:

SLAUGHTER CATTLE AND VEALERS.			
Steers, 900-1,100 pounds:			
Choice	\$ 9.73	\$ 9.75	\$12.28
Good	8.55	8.86	11.17
Medium	6.81	7.31	9.56
Common	5.02	5.50	7.56
1,100-1,300 pounds:			
Choice	9.72	9.47	12.06
Good	8.53	8.54	10.67
1,300-1,500 pounds:			
Choice	9.64	9.34	11.17
Good	8.41	8.42	10.51
Heifers, 550-850 pounds:			
Choice	9.33	9.35	12.17
Good	8.10	8.11	10.86
Medium	5.94	6.16	8.76
Cows:			
Choice	5.73	6.19	7.43
Good	4.61	4.82	6.00
Common and medium:	3.42	3.50	4.61
Vealers (milk fed):			
Good and choice:	9.28	9.32	11.83
Medium	7.57	7.52	9.89

## HOGS.

Light weight, good and choice:			
160-180 pounds	5.80	7.24	10.45
180-200 pounds	5.96	7.32	10.68
Med. weight, good and choice:			
200-220 pounds	6.05	7.27	10.80
220-250 pounds	6.02	7.04	10.84

Heavy wt., good and choice:			
250-290 pounds	5.88	6.64	10.76
290-350 pounds	5.49	5.97	10.47
Packing sows (275-500 pounds):			
Medium and good	4.65	4.87	8.63
Packer and shipper purchases:			
Average weight, lbs.	240	256	244
Average cost	\$ 5.41	\$ 5.98	\$ 9.76

## SLAUGHTER SHEEP AND LAMBS.

Lambs:			
90 pounds down, good & ch.	6.84	7.58	8.49
90 pounds down, medium	5.58	6.08	7.28
Ewes:			
90-120 pounds, med.-ch.	2.01	2.57	3.60
120-150 pounds, med.-ch.	1.64	2.20	3.25

## CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended October 3, 1931, were 3,155,000 lbs.; previous week, 3,896,000 lbs.; same week last year, 3,256,000 lbs.; from January 1 to October 3 this year, 159,771,000 lbs.; same period a year ago, 142,876,000 lbs.

Shipments of hides from Chicago for the week ended October 3, 1931, were 3,685,000 lbs.; previous week, 2,777,000 lbs.; from January 1 to October 3 this year, 144,417,000 lbs.; same period a year ago, 126,923,000 lbs.

## CANADIAN LIVESTOCK PRICES.

Leading Canadian centers top livestock price summary, week ended October 2, 1931, with comparisons, reported by Dominion Live Stock Branch:

## BUTCHER STEERS.

Up to 1,050 lbs.

	Week ended Oct. 2.	Prev. week.	Same week, 1930.
Toronto	\$ 6.50	\$ 6.50	\$ 8.25
Montreal	6.00	6.00	8.00
Winnipeg	5.75	5.75	8.25
Calgary	4.75	4.50	5.75
Edmonton	4.75	4.75	5.75
Prince Albert	4.00	4.00	5.75
Moose Jaw	5.00	5.00	5.75
Saskatoon	4.00	4.00	5.75

## VEAL CALVES.

Toronto	\$10.00	\$10.25	\$12.50
Montreal	8.00	8.00	11.00
Winnipeg	7.00	7.00	9.00
Calgary	5.00	5.00	9.00
Edmonton	6.00	6.50	9.00
Prince Albert	4.25	4.25	9.00
Moose Jaw	5.50	5.50	8.00
Saskatoon	4.50	4.50	8.00

## SELECT BACON HOGS.

Toronto	\$ 6.10	\$ 6.35	\$12.50
Montreal	6.25	6.50	12.50
Winnipeg	5.50	5.50	12.50
Calgary	5.10	5.50	11.50
Edmonton	4.85	4.65	11.50
Prince Albert	5.00	5.00	11.50
Moose Jaw	5.20	5.20	11.75
Saskatoon	5.20	5.20	11.75

## GOOD LAMBS.

Toronto	\$ 7.00	\$ 7.50	\$ 8.80
Montreal	6.50	6.25	7.75
Winnipeg	6.00	5.75	7.00
Calgary	5.25	5.35	6.00
Edmonton	5.50	5.50	7.00
Prince Albert	4.50	4.50	6.50
Moose Jaw	5.50	5.00	6.50
Saskatoon	4.50	4.50	6.00

## THE WEEK IN HOG FUTURES.

Active quotations on future contracts for the week ended October 9, 1931:

	Light.*	Med.	Heavy.	Dr.
SATURDAY, OCTOBER 3, 1931.				
NO TRANSACTIONS.				
MONDAY, OCTOBER 5, 1931.				
NO TRANSACTIONS.				
TUESDAY, OCTOBER 6, 1931.				
Dec. ....	\$ 4.50			
WEDNESDAY, OCTOBER 7, 1931.				
Dec. ....	\$ 4.65			
THURSDAY, OCTOBER 8, 1931.				
NO TRANSACTIONS.				
FRIDAY, OCTOBER 9, 1931.				
NO TRANSACTIONS.				

\*Light hogs—not less than 170 lbs., nor more than 210 lbs. Medium hogs—not less than 210 lbs., nor more than 260 lbs. Heavy hogs—not less than 260 lbs., nor more than 310 lbs. Even weight hogs—averaging not less than 260 lbs., nor more than 280 lbs. (exclusive hogs weighing under 160 lbs., or more than 330 lbs. Carlot—16,500 lbs., with a variation not in excess of 1,500 lbs.)

## WEEKLY HIDE IMPORTS.

Imports of cattle hides at leading U. S. ports, week ended October 3, 1931:

Week ending	New York.	Boston.	Phila.
Oct. 3, 1931	8,762	300	
Sept. 26, 1931	34,934		3,900
Sept. 19, 1931	8,100		
Sept. 12, 1931	30,908		
To date, 1931	721,745	87,146	271,884
Oct. 4, 1930	37,850		12,815
Sept. 27, 1930	38,175		
To date, 1930	1,312,092	602,008	468,817

## AUGUST CANADIAN SLAUGHTERS.

Inspected slaughter of livestock at leading Canadian centers during August, 1931, with comparisons:

	Aug., 1931.	Aug., 1930.
Cattle	48,508	48,231
Calves	29,195	29,790
Hogs	161,064	132,669
Sheep	80,920	72,323



# Hide and Skin Markets

## Chicago.

**PACKER HIDES**—The packer hide market suffered another set-back of a half-cent this week, with trading fairly active toward end of week. However, with the continued decline of prices on the Hide Exchange, in sympathy with prices on all commodity and security exchanges early in the week, buyers' ideas had been as much as 1c lower.

Trading opened with the movement of light native cows by all packers at a half-cent down from last week, with a couple scattered cars of heavy steers on a similar basis. Several outside independent packers then moved these and other descriptions on the same basis. Toward the end of the week, these price levels were accepted in the big packer market in a general way, and the total movement so far is estimated around 80,000 hides, with scattered trading still under way.

Trading has been handicapped to some extent by negotiations between packers and tanners regarding the new buying contract which tanners had endeavored to put into effect on October 1st. This new form provides for grubbing privileges to tanners throughout the entire year, and the elimination of the four per cent which is added to invoice to cover trimmings of hides. Another meeting is scheduled for October 22nd and, meanwhile, all trading is being done on basis of the old contract.

The sharply upward trend in the Hide Exchange market as the week closes supports the belief generally held by killers that this week represents the turning point in the long decline. Light native cows and extreme native steers advanced a quarter-cent late this week, with stocks well cleaned up, and the advance in the Exchange market is expected to bring buyers into the spot market for hides for delivery against Exchange contracts.

Native steers were well sold at 7½c. Extreme native steers sold at 6½c. early, with a car moved later by small packer association at 6½c.

Butt branded steers sold at 7½c. and Colorados at 7c. Heavy Texas steers moved at 7½c, light Texas steers at 6½c, and extreme light Texas steers quoted at 6c.

Heavy native cows rather scarce and quoted 6½@6¾c, nom. Light native cows were the first selection to move, about 30,000 being sold by all packers at 6½c for September-October take-off; small packer association later sold eight cars October at 6¾c, reported part tanner business and part for Exchange purposes. Branded cows sold at 6c in a fair way.

**FOREIGN WET SALTED HIDES**—Moderate trade in South American market this week, following the good movement last week. Last reported sale was 4,000 Anglo steers to Europe, and 8,000 LaPlatas at \$30.75 equal to 8¾c, c.i.f. New York, as against \$29.50 gold or same c.i.f. basis last week.

**SMALL PACKER HIDES**—A local small packer sold about 8,000 September and October hides this week at 6½c for all-weight native steers and cows and 6c for branded. Another killer moved about 2,000 October at reported price of 6½c flat for No. 1's, No. 2's and brands. Late this week

another killer reported 6½c bid for natives.

Local small packer association sold eight cars October light native cows at 6¾c, two cars heavy native cows at 6¾c, two cars extreme native steers at 6¾c, and a car native steers at 7½c.

In Pacific Coast market, 35,000 September hides sold at 5½c for steers and 5c for cows, flat, f.o.b. shipping points.

**COUNTRY HIDES**—Very little change in country hide prices, these already being quoted so low that it is almost impossible for collectors to secure hides at interior points in order to operate at these levels. Any improvement in the packer market would no doubt be reflected quickly in country hides, as extremes are still in demand in some directions in preference to packer light cows. All-weights could be sold at 5c, selected delivered, for regular 48 lb. av. Heavy steers and cows slow at 4½@5c, top asked. Buff weights sold at 5½c, with 5½c usually asked. Extremes listed at 6½c; some talk lower but these are scarce. Bulls about 3½c, flat. All-weight branded around 4c, flat, less Chicago freight.

**CALFSKINS**—Chicago city calfskins quoted 7½@8c asked for 8/10 lb.; a car 10/15 lb. sold at end of previous week at 8½c. Straight 8/15 lb. outside cities quoted around 8c; mixed city and country calf 7@7½c; straight countries about 6½c.

**KIPSKINS**—A car packer native kipskins sold for export at 9½c, as against previous trading in domestic market on September kips at 9c for northern natives, 8c for over-weights and 7c for branded.

Chicago city kipskins quoted 8c, nom. Outside cities 7½@8c; mixed cities and countries 6½@7c; straight countries down to 6c.

**HORSEHIDES**—Market still slow, with good city renderers offered at \$2.50@3.00, northern mixed city and country lots at \$1.75@2.50, and straight countries quoted around \$1.50.

**SHEEPSKINS**—Dry pelts about steady at 9c, paid recently for full wools. Production of shearlings has slowed up but demand has lightened considerably, and lamb shearlings quoted 45c for No. 1's and 17½@20c for No. 2's. Wool market continues weak. Pickled skins quoted \$2.15@2.35 per doz. straight run for big packer skins; outside small packer skins valued lower, around \$1.00@1.50 per doz. Last sale on packer straight run of lamb at New York was at \$3.00 per doz., for better quality skins. Small packer lamb pelts quoted 45@47½c.

## New York.

**PACKER HIDES**—Some scattered sales reported in a quiet way late this week, in line with prices prevailing in the western market. One packer sold a car October native steers mid-week at 7½c. Three packers reported still holding most of September branded hides, with market nominally 7½c for butt brands and 7c for Colorados.

**COUNTRY HIDES**—Trading very slow, with 25/45 lb. mid-western extremes quoted 6½c nom., and buff weights 5@5½c.

**CALFSKINS**—Calfskin market quiet

and easy. The 5-7's are quoted 75@80c, nom., 7-9's 90c@1.00, nom., and 9-12's \$1.40@1.50, nom. Veal kips, 12/17 lb., \$1.50@1.60, nom.

## New York Hide Exchange Futures.

**Saturday, October 3, 1931—Close:** Oct. 5.20n; Nov. 5.45n; Dec. 5.70@5.90; Jan. 5.95n; Feb. 6.20n; Mar. 6.50@6.60; Apr. 6.80n; May 7.10n; June 7.45@7.50; July 7.65n; Aug. 7.90n; Sept. 8.16@8.30. Sales 15 lots.

**Monday, October 5, 1931—Close:** Oct. 5.00n; Nov. 5.25n; Dec. 5.50@5.60; Jan. 5.70n; Feb. 5.90n; Mar. 6.15@6.25; Apr. 6.45n; May 6.75n; June 7.10@7.15 sales; July 7.35n; Aug. 7.55n; Sept. 7.75@7.85. Sales 27 lots.

**Tuesday, October 6, 1931—Close:** Oct. 5.40n; Nov. 5.65n; Dec. 5.90 sale; Jan. 6.10n; Feb. 6.30n; Mar. 6.55b; Apr. 6.85n; May 7.20n; June 7.55 sale; July 7.80n; Aug. 8.00n; Sept. 8.20@8.40. Sales 30 lots.

**Wednesday, October 7, 1931—Close:** Oct. 5.40n; Nov. 5.65n; Dec. 5.85b; Jan. 6.15n; Feb. 6.45n; Mar. 6.75 sale; Apr. 7.00n; May 7.30n; June 7.60 sale; July 7.85n; Aug. 8.00n; Sept. 8.20@8.30. Sales 62 lots.

**Thursday, October 8, 1931—Close:** Oct. 6.00n; Nov. 6.25n; Dec. 6.44@6.45 sales; Jan. 6.65n; Feb. 6.85n; Mar. 7.01 sale; Apr. 7.30n; May 7.60n; June 7.90 sale; July 8.15n; Aug. 8.40n; Sept. 8.60b. Sales 24 lots.

**Friday, October 9, 1931—Close:** Oct. 6.30n; Nov. 6.55n; Dec. 6.78@6.79; Jan. 7.00n; Feb. 7.20n; Mar. 7.40 sale; Apr. 7.70n; May 8.00n; June 8.30 sale; July 8.55n; Aug. 8.75n; Sept. 8.91b. Sales 72 lots.

## CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended Oct. 9, 1931, with comparisons, are reported as follows:

	PACKER HIDES.		
	Week ended Oct. 9.	Prev. week.	Cor. week, 1930.
Spr. nat. str.	8½@9n	9 @ 9½n	15 @15½n
Hvy. nat. str.	@ 7½	@ 8	@13½
Hvy. Tex. str.	@ 7½	@ 8	@13½n
Hvy. butt brnd'd str.	@ 7½	@ 8	@13½
Hvy. Col. str.	@ 7	@ 7½	@13
Ex-light Tex. str.	@ 6	@ 6½	@10½
Brnd'd cows.	@ 6	@ 6½	@10½
Hvy. nat. cows	@ 6½n	@ 7	@12
Lt. nat. cows	6½@6¾	@ 7	@11
Nat. bulls	4 @ 4½n	@ 4½	@ 7½
Brnd'd bulls	@ 4n	@ 4½	@ 6½n
Calfskins	8 @10n	@10n	20½@21½
Kips, nat.	@ 9	@ 9	@18
Kips, ov-wt.	@ 8	@ 8	@16n
Kips, brnd'd.	@ 7	@ 7	@14n
Stunks, reg.	@50n	@50n	@115
Stunks, hris.	@30n	@25n	@35

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

## CITY AND SMALL PACKERS.

Nat. all-wts.	6½@6¾	@ 7n	@11
Branded	@ 6	@ 6½n	@10½
Nat. bulls	@ 4½n	@ 4½n	@ 7½
Brnd'd bulls	@ 4n	@ 4n	@ 6½
Calfskins	8 @ 8½n	@ 9n	@18
Kips	@ 8n	@ 8½n	@16½
Stunks, reg.	@50ax	@50ax	1.00@1.10
Stunks, hris.	@20ax	@20ax	@20n

## COUNTRY HIDES.

Hvy. steers	4½@5	@ 5n	7 @ 7½
Hvy. cows	4½@5	@ 5n	7 @ 7½
Butts	5¼@5½	@ 5½n	@ 8
Extremes	@ 6½	6½@7n	@10
Bulls	@ 3½ax	@ 3½ax	5 @ 5½
Calfskins	@ 6½n	@ 7n	12 @13
Kips	@ 6n	@ 6½n	11 @12
Light calf	.25 @35	25 @35	90 @1.00
Deacons	.25 @35	25 @35	90 @1.00
Stunks, reg.	.10 @25	20 @30n	50 @60
Stunks, hris.	@ 5n	@ 5n	5 @10n
Horsehides	1.50@2.75	1.50@3.00	3.00@4.00

## SHEEPSKINS.

Pkr. lambs	.....	.....	.....
Sm. pkr. lambs	.....	.....	.....
Pkr. shearings	45 @47½	@45	.....
Dry pelts	@ 9	9 @ 9½	10 @10½

# Chicago Section

Fred Begg, of Powers, Begg & Co., Jacksonville, Ill., was in Chicago during the week.

E. S. Urwitz, general manager, Dryfus Packing Co., Lafayette, Ind., was a visitor in Chicago this week.

W. F. Price, vice-president and general manager, Dold Packing Co., Buffalo, N. Y., transacted business in town this week.

Purchases of livestock at Chicago by principal packers, for the first four days of this week totaled 23,650 cattle, 5,135 calves, 34,471 hogs and 43,672 sheep.

Provision shipments from Chicago for the week ended Oct. 1, 1931, with comparisons, were as follows:

	5 days Oct. 1	Previous week	Cor. '30.
Cured meats, lbs...	15,718,000	15,166,000	12,261,000
Fresh meats, lbs...	47,085,000	42,194,000	46,445,000
Lard, lbs.....	8,456,000	8,908,000	7,162,000

Jesse Dietz, head of the meat department of the American Stores Co., Philadelphia, paid his annual visit to Chicago this week. Needless to say, he was hospitably entertained. Mr. Dietz is a philosopher in meat merchandising, with the consumer's point of view, and always worth listening to.

Louis Karbach, retail meat dealer, of Miami Beach, Fla., was a visitor to Chicago this week, with expenses paid by the U. S. government. The well-known Al Capone was a customer of his at Miami, and he was called as a witness in the Capone income tax trial. Karbach had his early training in the Chicago Yards, and was in the retail meat business in New York City for many years before going to Miami. He is of the type of meat dealer who will never be put out of business by chains or any other sort of competition.

## PRODUCE TRADE AIRS WOES.

With poultry grading under United States specifications conspicuous by its presence a year ago at the annual convention of the National Poultry, Butter & Egg Association, it was conspicuous by its absence at the twenty-fifth annual convention in Chicago on October 4, 5 and 6.

A year ago many members of the association were discussing government grading. Others were installing this grading in their plants, and a grading demonstration was presented by poultry chiefs.

Recently most of those poultry packers who demonstrated interest in government grading, and who were trying it out in their plants, announced suspension of government grading service and a return to the method of grading used before any attempt at standardization had been made by U. S. officials.

Poultrymen pointed out that their chief concern this year is the problem of meeting the present day business situation in their industry. A great deal was said about government interference in business, and particularly in

the poultry industry. Resolutions drawn up by members of the association denounced government interference through the medium of the Farm Board and recommended that energies of the government be directed toward aiding business and industrial leaders to bring about a readjustment in employment conditions of the country.

Freight rates and transportation grievances were given technical discussion. Transportation cases pending in courts since 1925 were reviewed and discussed in all the various phases of their amendments and changes since that time.

Prominent in the exhibits was the fact that the treatment and packaging of eggs is becoming the modern means for a better distribution of this highly perishable product of the food trades. More attention was given to this phase of the industry through exhibits than to any other part of the industry.

H. B. Patton of the Live Poultry Shippers' Association pointed out that the live poultry industry is showing a remarkable growth because the demand of the housewife seems to be tending toward the purchase of live poultry. "Fifty or sixty cars per week in 1900," said Mr. Patton, "were sufficient for the New York City demand. Now an average of more than 200 cars of freight poultry besides the equivalent of an average of 35 cars by express and truck from near-by centers, are required to satisfy the demand."

Officers elected for the new year are: L. B. Kilbourne, Chicago, president; Norman I. Taylor, Burnside, Ky., first vice president; D. P. Boehm, New York City, second vice president; H. S. Johnson, Chicago, third vice president; Jos. Goldberg, Chicago, secretary, and P. F. Combiths, Chicago, treasurer.

## PERISHABLE FREIGHT HEARING.

Subjects listed below will be given consideration by the National Perishable Freight Committee at a shippers' public hearing to be held at committee headquarters, room 308 Union Station Building, 516 West Jackson Blvd., Chicago, Illinois, on Tuesday, October 27th, 1931, commencing at 10:00 A. M. local time.

Shippers desirous of presenting their views may appear before the Committee or communicate with the chairman prior to the date mentioned.

No. 2512—Method of icing bunkers of refrigerator cars.

No. 2535—Standard ventilation on potatoes (Irish).

No. 2568—Manipulating vents on shipments moving under Rule 240.

No. 2572—Scheduled refrigerator car service.

No. 2573—Pre-iced car loaded with perishable freight cooled in car at point of origin or cooled in transit by shipper.

No. 2574—Charges on shipments transported under silica gel refrigeration service.

No. 2577—Handling traffic from New York Group B points to New Jersey stations under Rule 240.

No. 2579—Handling shipments under refrigeration with ventilators open.

## UNEMPLOYMENT RELIEF DRIVE.

With a total of nearly nine million dollars to be raised by the people of Chicago and Cook County for the relief of their own needy during the coming winter, the packing and livestock division of the Unemployment Relief Campaign got a flying start this week. Under the direction of Chairman Thomas E. Wilson it has been given a quota of more than \$400,000 to raise, and the central executives say that this division has already done a better job of organizing than any other in the organization.

Chairman Wilson had the division executives and captains as his guests at luncheon at the Saddle & Siroin Club on Thursday, and a clear picture was drawn of the work ahead. Mr. Wilson outlined the plans and told his men what he expected of them. Last year's chairman, Edward F. Swift, spoke a word of encouragement, as did president T. George Lee of Armour and Company. Messrs. Scott Brown and Thomas Rock of the central organization were present to explain details and answer questions, and each captain went away with a clear idea of the job ahead.

The drive starts October 15, and will cover pledges for 26 weeks from corporations, firms, individual executives and employees. Every cent of subscriptions will go to relief; not a cent will be spent in overhead. Each of the five major relief organizations—the United Charities, Red Cross, Salvation Army, Catholic Charities, Jewish Charities, as well as 100 other smaller relief bodies—have submitted their budgets to the commission. No campaign for funds will be made by any of these organizations. The main drive will take care of all relief, both regular and special. For the first time a real, scientific job is being done to avoid duplication and waste.

Chairman Wilson has executives of his own company as his staff, so that he may keep in close contact with the work. Dr. R. F. Eagle is vice chairman, and Messrs. Drummond, Welher, Knief and Hafner are staff assistants. The division covers meat packers, sausage manufacturers, meat wholesalers, retailers, livestock men, supply and equipment houses, etc. Each section has a captain and committee, and a thorough, speedy canvass will be made.

## CHICAGO FOOD BILL DOWN.

A 15.2 per cent drop in food costs in Chicago this year as compared with last was revealed by figures made public by the U. S. Bureau of Census and the Bureau of Labor statistics. Meats and groceries, which constitute the largest single group of food expenditures, cost Chicagoans \$313,800,000 during a normal year. This means 25½ cents per person. With the drop in prices in the last twelve months, however, the cost per person is somewhat less than 22 cents a day, a saving of \$130,000 daily in the city's meat and grocery bill.



Chas. E. Haman  
 Jos. H. Heineman  
**HEINEMAN-HAMAN, Inc.**  
**PROVISION BROKERS**  
 New York City  
 402-410 West 14th Street  
 Packing House Products

**F. C. ROGERS, INC.**  
 NINTH AND NOBLE STREETS  
 PHILADELPHIA  
**PROVISION  
 BROKER**

Member of New York Produce Exchange  
 and Philadelphia Commercial Exchange

#### TRADE GLEANINGS

The Southwestern Cotton Oil Co., Oklahoma City, Okla., has purchased the Bristow Cotton Oil Co., Bristow, Okla.

Harman Packing Co., Los Angeles, Cal., plans erection of an addition to its plant. Details of cost, etc., have not yet been announced.

The slaughter house at Bakersfield Market, Inc., Bakersfield, Cal., has been destroyed by fire, with a loss of approximately \$75,000.

The refinery and shortening plant of the International Vegetable Oil Co., Inc., Atlanta, Ga., was destroyed by fire recently. The loss is estimated to be \$150,000. Officers of the company are considering abandoning the Atlanta site and rebuilding the plant at Savannah, Ga., where they have a small refinery, but no shortening plant.

The Morgan Packing Co. has begun construction on a \$30,000 meat packing plant at Emporia, Kans. The building will be two stories, 60 by 100 ft. W. J. Morgan is president of the newly-organized company, which has been capitalized at \$65,000. The plant will have government inspection.

John Morrell & Co., having recently purchased the Topeka, Kans., plant of the Hygrade Food Products Corp., has now taken up its option to purchase land adjacent to the plant, and will spend approximately \$50,000 to acquire it.

Rognes Bros., Madison, S. Dak., who formerly operated a creamery, announce plans for erection of one-story meat packing plant. It is expected that the new plant will be in operation by January 1. It will be equipped for cattle and hog slaughter.

## INVITATION

To all those attending the convention we extend a most cordial invitation to visit our convention headquarters in the Waldorf-Astoria Hotel. Come in to see us. We shall be glad to see you.

**J. S. HOFFMAN COMPANY**  
 Chicago New York

#### AUGUST CASINGS IMPORTS.

Imports of sausage casings into the United States during August, 1931, as reported by the Foodstuffs Division of the Department of Commerce are:

	Sheep, lamb & goat casings. Lbs.	Other casings. Lbs.
France .....	21,819	37,648
Germany .....	3,070	100
United Kingdom .....	7,916	160,092
Canada .....	11,798	370,680
Argentina .....	59,682	18,438
China .....	18,708	7,817
Iraq .....	7,817	9,350
Syria .....	9,350	128,807
Turkey .....	38,890	87,916
Australia .....	128,807	9,521
New Zealand .....	87,916	21,629
Morocco .....	9,521	32,518
Netherlands .....	.....	8,351
Brazil .....	.....	12,920
Peru .....	.....	4,966
Uruguay .....	.....	.....
Other countries .....	5,172	.....
Total .....	379,147	624,390

#### ROBERT J. McLAREN, A. I. A. ARCHITECT

DESIGNING AND SUPERVISING CONSTRUCTION  
 PACKING PLANTS—COLD STORAGE WAREHOUSES

1901 Prairie Ave.

Chicago, Ill.

#### H. PETER HENSCHEN

Architect

PACKING PLANTS AND COLD STORAGE CONSTRUCTION

59 East Van Buren St., Chicago, Ill.



## PACKERS COMMISSION CO.

FORTY-SECOND FLOOR :: BOARD OF TRADE BLDG.  
 EXCLUSIVE PACKERS REPRESENTATIVES  
 PACKING HOUSE PRODUCTS  
**CHICAGO**  
 SPECIALIZING IN—DRESSED HOGS—FROM THE CORN BELT  
 CROSS AND KELLY CODES :: LONG DISTANCE PHONE WEBSTER 3113



# Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY  
MARKET SERVICE

## CASH PRICES.

Based on actual carlot trading Thursday,  
October 8, 1931.

## REGULAR HAMS.

	Green. Standard.	Sweet Pickled. Standard.	Fancy.
8-10 .....	10	14½	15½
10-12 .....	9½	13½	14½
12-14 .....	9½	12½	13½
14-16 .....	9½	12½	13½
10-16 range .....	9½	.....	.....

## BOILING HAMS.

	Green. Standard.	Sweet Pickled. Standard.	Fancy.
16-18 .....	10	12½	13½
18-20 .....	9½	12	12½
20-22 .....	9½	11½	12
16-22 range .....	10	.....	.....

## SKINNED HAMS.

	Green. Standard.	Sweet Pickled. Standard.	Fancy.
10-12 .....	12½	14	15
12-14 .....	12	13½	14½
14-16 .....	11½	13½	14½
16-18 .....	10½	12½	13½
18-20 .....	9	11½	12½
20-22 .....	7½	9½	11½
22-24 .....	7½	9½	11½
24-26 .....	7½	9	11
26-30 .....	7½	8½	10½
30-35 .....	7½	8½	10½

## PICNICS.

	Green. Standard.	Sweet Pickled. Standard.	Sh. Shank.
4-6 .....	8	9½	10
6-8 .....	7½	8½	9½
8-10 .....	7	7½	8½
10-12 .....	6½	7	7½
12-14 .....	6½	7	7½

## BELLIES.

	Green.	Cured.	Dry Cured.
	Sq. Sdls.	S.P.	
6-8 .....	9½	11½	11½
8-10 .....	9½	11	11½
10-12 .....	9½	10½	10½
12-14 .....	9½	9½	10½
14-16 .....	9½	9½	10½
16-18 .....	9	9½	9½

## D. S. BELLIES.

	Clear.	Rib.
	Standard.	Fancy.
14-16 .....	.....	.....
16-18 .....	.....	.....
18-20 .....	8	9½
20-25 .....	7½	9½
25-30 .....	7½	9½
30-35 .....	7½	7½
35-40 .....	7½	7½
40-50 .....	7½	7½
50-60 .....	7½	7½

## D. S. FAT BACKS.

	Standard.	Export Trim.
8-10 .....	7½	7½
10-12 .....	7½	7½
12-14 .....	7½	7½
14-16 .....	7½	7½
16-18 .....	7½	7½
18-20 .....	8	8½
20-25 .....	8½	8½

## OTHER D. S. MEATS.

Extra short clears .....	35-45	7½n
Extra short ribs .....	35-45	7½n
Regular plates .....	8-8	5½
Clear plates .....	4-6	5½
Jowl butts .....	.....	5½
Green square jowls .....	.....	6½
Green rough jowls .....	.....	5½

## FUTURE PRICES.

SATURDAY, OCTOBER 3, 1931.

	Open.	High.	Low.	Close.
LARD—				
Oct. ... 7.20	7.20	7.05	7.05ax	
Dec. ... 6.17½	6.17½	6.05	6.05	
Jan. ... 6.00	6.00	5.92½	5.95ax	
CLEAR BELLIES—				
Oct. ... ..	.....	.....	7.20n	

MONDAY, OCTOBER 5, 1931.

LARD—				
Oct. ... 6.90	7.00	6.90	7.00ax	
Dec. ... 5.90	6.02½	5.90	5.97½b	
Jan. ... 5.50	5.85	5.80	5.82½	
CLEAR BELLIES—				
Oct. ... 6.97½	7.20	6.97½	7.20	

TUESDAY, OCTOBER 6, 1931.

LARD—				
Oct. ... 7.10	7.12½	7.07½	7.07½	
Dec. ... 5.97½-95	6.15	5.95	6.12½ax	
Jan. ... 5.82½	5.97½	5.82½	5.97½ax	
CLEAR BELLIES—				
Oct. ... 7.10	.....	.....	7.10	

WEDNESDAY, OCTOBER 7, 1931.

LARD—				
Oct. ... 7.22½	7.22½	7.15	7.17½-20	
Dec. ... 6.17½	6.20	6.15	6.15ax	
Jan. ... 6.02½	6.07½	5.97½	5.97½-ax	
CLEAR BELLIES—				
Oct. ... ..	.....	.....	6.97½-ax	

THURSDAY, OCTOBER 8, 1931.

LARD—				
Oct. ... 7.20	7.30	7.20	7.27½-30	
Dec. ... 6.17½	6.22½	6.17½	6.22½	
Jan. ... 6.00	6.05	6.00	6.05	
CLEAR BELLIES—				
Oct. ... ..	.....	.....	7.00n	

FRIDAY, OCTOBER 9, 1931.

LARD—				
Oct. ... 7.32½	7.35	7.32½	7.35b	
Dec. ... 6.30	6.32½	6.30	6.30-ax	
Jan. ... 6.05	6.15	6.05	6.12½	
CLEAR BELLIES—				
Oct. ... ..	.....	.....	7.00b	

Key: ax, asked; b, bid; n, nominal; —, split.

## SWIFTS DONATE \$75,000.

The contribution of the Swift family to the joint emergency relief fund of Cook County was \$75,000. Robert M. Hutchins, chairman of the special gifts division, announced that Charles H. Edward F., Gustavus F., Harold H., and Louis F. Swift had each contributed \$15,000, making a total of \$75,000.

## ANIMAL OILS.

Prime edible lard oil .....	@10½
Headlight burning oil .....	@ 7½
Prime winter strained .....	@ 7½
Extra winter strained .....	@ 7
Extra lard oil .....	@ 6½
Extra No. 1 lard .....	@ 6½
No. 2 lard .....	@ 6
Acidless tallow oil .....	@ 5½
20 D. C. T. neatfoot .....	@13
Pure neatfoot oil .....	@ 9
Special neatfoot oil .....	@ 7
Extra neatfoot oil .....	@ 6½
No. 1 neatfoot oil .....	@ 6½

Oil weighs 7½ lbs. per gallon. Barrels contain about 50 gals. each. Prices are for oil in barrels.

## COOPERAGE.

Ash pork barrels, black iron hoops ..	\$1.40 @1.42½
Oak pork barrels, black iron hoops ..	1.47½ @1.50
Ash pork barrels, galv. iron hoops ..	1.00 @1.62½
White oak ham tierces .....	2.45 @2.47½
Red oak lard tierces .....	1.87½ @1.90
White oak lard tierces .....	2.12½ @2.15

## CHICAGO RETAIL MEATS

## Beef.

	Week ended Oct. 7, '31.	Cor. wk., 1930.
No.	No.	No.
1.	2.	3.
Rib roast, hvy. end .....	28	27
Rib roast, lt. end .....	30	28
Chuck roast .....	20	20
Steaks, round .....	38	36
Steaks, sirloin cut .....	30	30
Steaks, porterhouse .....	45	40
Steaks, flank .....	25	24
Beef stew, chuck .....	15	14
Corn briskets, boned .....	22	21
Corned plates .....	9	9
Corned ramps, bnls. .....	2	2

## Lamb.

	Good.	Com.	Good.	Com.
Hindquarters .....	23	10	26	15
Legs .....	28	12	26	15
Stews .....	10	8	15	10
Chops, shoulders .....	20	20	20	20
Chops, rib and loin .....	32	20	40	25

## Mutton.

Legs .....	16	..	24	..
Stew .....	8	..	14	..
Shoulders .....	12	..	16	..
Chops, rib and loin .....	20	..	25	..

## Pork.

Loins, 8@10 av. ....	18	@20	30	@22
Loins, 10@12 av. ....	18	@20	28	@22
Loins, 12@14 av. ....	18	@20	28	@22
Loins, 14 and over .....	15	@16	21	@22
Chops .....	22	@25	30	@25
Shoulders .....	12	@14	18	@20
Butts .....	15	@16	20	@24
Spurcibs .....	10	@12	16	@20
Hocks .....	10	@10	15	@12
Leaf lard, raw .....	@ 9			

## Veal.

Hindquarters .....	24	@26	28	@28
Forequarters .....	12	@14	14	@16
Legs .....	25	@26	28	@28
Breasts .....	15	@16	20	@22
Shoulders .....	14	@16	20	@22
Cutlets .....	10	@12	16	@20
Rib and loin chops .....	10	@12	16	@20

## Butchers' Offal.

Suet .....	@ 1	4	@ 4
Shop fat .....	@ ½	1	@ ½
Bone, per 100 lbs. ....	@10	1	@10
Calf skins .....	@ 7	1	@10
Kips .....	@ 7	1	@14
Deacons .....	@ 7	1	@12

## CURING MATERIALS.

Nitrite of soda, 1. c. 1. Chicago .....	10½
Saltpeter, 25 bbl. lots, f.o.b. N. Y. ....	.....
Dbi. refined granulated .....	6½
Small crystals .....	7½
Medium crystals .....	8
Large crystals .....	8
Bbl. refd. gran. nitrate of soda .....	3½
Less than 25 bbl. lots, ½ c. more .....	.....
Salt—	
Granulated, carlots, per ton, f.o.b. Chicago, bulk .....	20.00
Medium, carlots, per ton, f.o.b. Chicago, bulk .....	21.00
Rock, carlots, per ton, f.o.b. Chicago .....	2.00

Sugar—	
Raw sugar, 96 basis, f.o.b. New Orleans .....	6.10
Second sugar, 90 basis .....	5.00
Syrup testing, 63 to 65 combined sucrose and invert, New York .....	6.25
Standard gran. f.o.b. refiners (2%) .....	6.10
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2% .....	6.10
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2% .....	6.10

## SPICES.

(These prices are basis f.o.b. Chicago.)

	Whole.	Ground.
Allspice .....	8	12
Cinnamon .....	12	14
Cloves .....	20	24
Coriander .....	8	10
GINGER .....	48	50
Mace .....	12	14
Nutmeg .....	12	14
Pepper, black .....	12	14
Pepper, Cayenne .....	12	14
Pepper, red .....	12	14
Pepper, white .....	12	14

## PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

Prime native steers—	Week ended Oct. 7, 1931.	Cor. week, 1930.
400-600	17½ @ 18	
600-800	16½ @ 16¾	
800-1000	15½ @ 16½	
Good native steers—		
400-600	16½ @ 16¾	
600-800	15 @ 16	
800-1000	14½ @ 15	
Medium steers—		
400-600	15 @ 15½	
600-800	13½ @ 14½	
800-1000	13½ @ 14½	
Heifers, good, 400-600	14 @ 16½	
Cows, 400-600	7½ @ 8½	
Hind quarters, choice	24	
Fore quarters, choice	23	

## Beef Cuts.

Week ended Oct. 7, 1931.	Cor. week, 1930.
Steer loins, prime	34
Steer loins, No. 2	30
Steer short loins, prime	45
Steer short loins, No. 1	44
Steer short loins, No. 2	38
Steer loin ends (hips)	28
Steer loin ends, No. 2	23
Cow loins	17
Cow short loins	21
Cow loin ends (hips)	14
Steer ribs, prime	22
Steer ribs, No. 1	20
Steer ribs, No. 2	19½
Cow ribs, No. 2	11
Cow ribs, No. 3	10
Steer rounds, prime	15½
Steer rounds, No. 1	15
Steer rounds, No. 2	14½
Steer chuck, prime	12½
Steer chuck, No. 1	12
Steer chuck, No. 2	11½
Cow rounds	10
Cow chucks	8
Steer plates	7
Medium plates	4
Briskets, No. 1	12
Steer navel ends	5
Cow navel ends	5
Fore shanks	6
Hind shanks	6
Strip loins, No. 1 bbl.	60
Strip loins, No. 2	50
Strips butts, No. 1	30
Strips butts, No. 2	22
Beef tenderloins, No. 1	35
Beef tenderloins, No. 2	50
Rump butts	18
Flank steaks	16
Shoulder cloths	9½
Hanging tenderloins	8
Insides, green, 5@6 lbs.	16
Outsides, green, 5@6 lbs.	7½
Kneekies, green, 5@6 lbs.	9½

## Beef Products.

Brains (per lb.)	6	10
Hearts	5	9
Tongues	22	33
Sweetbreads	15	26
Ox-tails, per lb.	8	11
Fresh tripe, plain	8	11
Fresh tripe, H. C.	8	10
Livers	15	18
Kidneys, per lb.	11	10

## Veal.

Choice carcasses	14	20	21
Good carcasses	13	17	19
Good saddles	20	24	27
Good racks	10	12	16
Medium racks	8	7	9

## Veal Products.

Brains, each	6	10
Sweetbreads	45	60
Calf livers	45	55

## Lamb.

Choice lambs	15	18
Medium lambs	13	16
Choice saddles	20	24
Medium saddles	18	22
Choice fores	12	15
Medium fores	11	10
Lamb fries, per lb.	25	33
Lamb tongues, per lb.	12	16
Lamb kidneys, per lb.	10	25

## Mutton.

Heavy sheep	4	6
Light sheep	7	9
Heavy saddles	5	7
Light saddles	8	12
Heavy fores	3	5
Light fores	4	7
Mutton legs	11	14
Mutton loins	7	11
Mutton stew	3	6
Sheep tongues, per lb.	10	16
Sheep heads, each	10	10

## Fresh Pork, Etc.

Pork loins, 8@10 lbs. av.	17	29
Picnic shoulders	10½	15
Skinned shoulders	9	16
Tenderloins	9	16
Spare ribs	9	13
Back fat	9	13
Boston butts	11	10
Boneless butts, cellar trim,		
2@4	16	24
Hocks	7	10
Tails	7	12
Neck bones	3	6
Slip bones	9	14
Blade bones	9	14
Pigs' feet	4	6
Kidneys, per lb.	6	11
Livers	5½	10
Brains	10	10
Ears	5	7
Snouts	7	7
Heads	8	9

## DOMESTIC SAUSAGE.

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons	21	21
Country style sausage, fresh in link	18	18
Country style sausage, fresh in bulk	17	17
Country style pork sausage, smoked	17	17
Frankfurts in sheep casings	18	18
Frankfurts in hog casings	17	17
Bologna in beef bungs, choice	14½	14½
Bologna in cloth, paraffined, choice	13	13
Bologna in beef middles, choice	16	16
Liver sausage in hog bungs	16	16
Smoked liver sausage in hog bungs	19½	19½
Liver sausage in beef rounds	12½	12½
Head cheese	16	16
New England luncheon specialty	16	16
Mixed luncheon specialty, choice	16	16
Tongue sausage	21	21
Blood sausage	15	15
Souse	15	15
Polish sausage	16½	16½

## DRY SAUSAGE.

Cervelat, choice, in hog bungs	42	42
Thuringer Cervelat	18	18
Farmer	26	26
Holsteiner	24	24
B. C. Salami, choice, in hog bungs	41	41
Milano Salami, choice, in hog bungs	35	35
B. C. Salami, new condition	18	18
Frisses, choice, in hog middles	31	31
Genoa style Salami	46	46
Peppercorn	31	31
Mortadella, new condition	15	15
Capicola	41	41
Italian style hams	33	33
Virginia hams	39	39

## SAUSAGE MATERIALS.

Regular pork trimmings	7½	7½
Special lean pork trimmings	8½	8½
Extra lean pork trimmings	10	10½
Neck bone trimmings	8	8½
Pork cheek meat	5	5½
Pork hearts	4	4
Pork livers	8	8
Native boneless bull meat (heavy)	9½	9½
Boneless chucks	8½	8½
Shank meat	7½	7½
Beef trimmings	7½	7½
Beef hearts	4½	4½
Beef cheeks (trimmed)	3½	3½
Dressed canners, 350 lbs. and up	5½	5½
Dressed cutter caws, 400 lbs. and up	6	6
Pork tongues, canner trim S. P.	5	5
Dr. bologna bulls, 600 lbs. up	7½	7½
Beef tripe	2½	2½

## SAUSAGE CASINGS.

(F. O. B. CHICAGO)

(Wholesale lots. Usual advances for smaller quantities.)

Beef casings:		
Domestic rounds, 180 pack	23	
Domestic rounds, 140 pack	35	
Export rounds, wide	51	
Export rounds, medium	25	
Export rounds, narrow	32	
No. 1 weasands	13	
No. 2 weasands	07	
No. 1 bungs	18	
No. 2 bungs	12	
Middles, regular	12	
Middles, select, wide, 2@2½ in. diameter	1.25	
Dried bladders:		
12-15 in. wide, flat	1.70	
10-12 in. wide, flat	1.20	
8-10 in. wide, flat	.60	
6-8 in. wide, flat	.50	
Hog casings:		
Narrow, per 100 yds.	2.75	
Narrow, special, per 100 yds.	2.25	
Medium, regular, per 100 yds.	1.10	
Wide, per 100 yds.	.70	
Extra wide, per 100 yds.	.75	
Export bungs	.30	
Large prime bungs	.22	
Medium prime bungs	.12	
Small prime bungs	.07½	
Middles, per set	.20	
Stomachs	.08	

## SAUSAGE IN OIL.

Bologna style sausage in beef rounds—		
Small tins, 2 to crate	45.00	
Large tins, 1 to crate	6.00	
Frankfurt style sausage in sheep casings—		
Small tins, 2 to crate	6.25	
Large tins, 1 to crate	7.25	
Smoked link sausage in hog casings—		
Small tins, 2 to crate	5.25	
Large tins, 1 to crate	6.25	

## DRY SALT MEATS.

Extra short clears	7½	
Extra short ribs	7½	
Short clear middles, 60-lb. av.	11	
Clear bellies, 15@20 lbs.	8	
Clear bellies, 14@16 lbs.	7½	
Rib bellies, 20@25 lbs.	7½	
Rib bellies, 25@30 lbs.	7½	
Fat backs, 10@12 lbs.	7½	
Fat backs, 14@16 lbs.	7½	
Regular plates	5½	
Butts	5½	

## WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14@16 lbs.	19	
Standard reg. hams, 14@16 lbs.	17	
Picnics, 4@8 lbs.	14½	
Fancy bacon, 6@8 lbs.	24	
Standard bacon, 6@8 lbs.	18	
No. 1 beef ham sets, smoked—		
Insides, 5@12 lbs.	36	
Outsides, 5@9 lbs.	26	
Kneekies, 5@9 lbs.	32	
Cooked hams, choice, skin on, fattened	38	
Cooked hams, choice, skinless, fattened	30	
Cooked picnics, skin on, fattened	20	
Cooked picnics, skinned, fattened	21	
Cooked loin roll, smoked	38	

## BARRELED PORK AND BEEF.

Mess pork, regular	\$	17.50
Family back pork, 24 to 34 pieces		22.50
Family back pork, 35 to 45 pieces		23.00
Clear back pork, 40 to 50 pieces		16.00
Clear plate pork, 25 to 35 pieces		13.25
Brisket pork		14.00
Bean pork		12.50
Plate beef		12.50
Extra plate beef, 200 lb. bbls.		12.50

## VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.	12.00	
Honeycomb tripe, 200-lb. bbl.	15.00	
Pocket honeycomb tripe, 200-lb. bbl.	17.00	
Pork feet, 200-lb. bbl.	16.50	
Pork tongues, 200-lb. bbl.	35.00	
Lamb tongues, long cut, 200-lb. bbl.	37.00	
Lamb tongues, short cut, 200-lb. bbl.	37.00	

## OLEOMARGARINE.

White animal fat margarines in 1-lb. cartons, rolls or prints, f.o.b. Chicago	14½	
Nut, 1-lb. cartons, f.o.b. Chicago	12	
(30 and 60-lb solid packed tubs, 1c per lb. less.)		
Pastry, 60-lb. tubs, f.o.b. Chicago	12	

## LARD.

Prime steam, cash (Bd. Trade)	7.50	
Prime steam, loose (Bd. Trade)	7.90	
Kettle rendered, tierces, f.o.b. Chgo.	10	
Refined lard, tierces, f.o.b. Chgo.	9½	
Leaf, kettle rendered, tierces, f.o.b. Chicago	10	
Neutral, in tierces, f.o.b. Chicago	10	
Compound, vegetable, tierces, c.a.f.	7½	

## OLEO OIL AND STEARINE.

Oleo stocks	6	
Prime No. 1 oleo oil	5½	
Prime No. 2 oleo oil	5½	
Prime No. 3 oleo oil	4½	
Prime oleo stearine, edible	7½ @ 7½	

## TALLOWES AND GREASES.

(In Tank Cars or Drums.)

Edible tallow, under 1% acid, 45 titre	4 @ 4½	
Prime packers' tallow	3½ @ 3½	
No. 1 tallow, 10% f.f.a., f.o.b. Chgo.	2½	
No. 2 tallow, 40% f.f.a., f.o.b. Chgo.	2½ @ 2½	
Choice white grease	3½ @ 3½	
A-White grease	3 @ 3½	
B-White grease, max. 5% acid	2½ @ 2½	
Yellow grease, 10@15%	2½ @ 2½	
Brown grease, 40% f.f.a.	2 @ 2½	

## VEGETABLE OILS.

Crude cottonseed oil in tanks, f.o.b. Valley, points nom., prompt	3½ @ 3½	
White, deodorized, in bbls., f.o.b. Chgo.	6½ @ 6½	
Yellow, deodorized	6½ @ 6½	
Soy stock, 50% f.f.a., f.o.b.	3½ @ 3½	
Corn oil, in tanks, f.o.b. mills	3½ @ 3½	
Soya bean oil, f.o.b. mills	3½ @ 3½	
Cocoanut oil, seller's tanks, f.o.b. const.	3 @ 3½	
Refined in bbls., f.o.b. Chicago	6½ @ 6½	

# Retail Section

## Progressive Retailing Methods of Northwestern Meat Dealers Get Results

When a retailer shows an actual increase in dollar volume for this year of lower retail prices, his fellow retailers flock around to see how it's done.

At least one shop in a public market in Seattle, Wash., has this record of increased business in 1931.

Unlike many Midwestern and Eastern cities, Seattle is not suffering from too many meat markets.

The population per market is nearly 800, contrasted with from 300 to 500

can see nicer or more attractive displays than in these markets.

Retailers in Seattle believe in organization, and many of the progressive results which have been accomplished are directly traceable to the co-operation of retailers among themselves.

### Public Market That Succeeds.

One of the largest of these city markets is the Pike Place Market. While in many cities the popularity of public markets is decreasing, merchants in Pike Place Market notice a constant increase in their business.

The Pike Place Market is not such an architectural wonder as the public markets in Newark, N. J., or the one in St. Louis. While the business in these architectural palaces seems to be

in business is something worth while talking about.

### Reasons for His Success.

The inquisitive reporter wanted to know how this was done. He traced Mr. Seifert's success to the following:

- (1) Fast turn-over of merchandise.
- (2) Buying right and selling right.
- (3) Not watching the other fellow's prices.
- (4) Having trained salesmen.
- (5) Treating his men right.

The Rainier Packing Co. believes that one of the first principles of good merchandising is fast turn-over. Truckloads of merchandise are delivered in the morning and often are completely sold out the same day.

"Buying right" is, of course, very important with a firm that caters to a large consuming public which wants to buy on price.

The owners of markets who sell at low prices are usually found hunting up bargains in wholesalers' coolers. Contrary to this, Mr. Seifert can almost all the time be found in his market and his office. Seldom, if ever, does he go down town to the branch house cooler or packing plant. This is quite a contrast to the average market owner.

Mr. Seifert claims that meat packers and managers of branch houses are his best friends. In other words, instead of looking upon a meat packer as the retailer's natural enemy, he believes in cultivating his friendship, and the results seem to be justified.

### Playing Fair with Packer.

He believes in playing fair with the packer. This was illustrated recently when he came into possession of several thousand hams in a unique way.

A steamer going to Alaska had run on the rocks and the hams were a part of the cargo. They were undamaged by water. Mr. Seifert heard about them. He got in touch with the insurance company and bought these hams at a ridiculously low price.

This consignment represented the best brands of three leading American packers. They were their A-1 brands and nationally advertised.

These hams were selling on the market anywhere from 23 to 30 cents per pound. If Seifert had used the packers' names in advertising these hams, or if he had used the brand names, it would have created a commotion. He simply advertised "Hams."

In all of his advertising this particular feature is carried out. Seifert be-



FIVE THOUSAND SALES IN THIS SHOP IN EIGHT-HOUR DAY.

"Rainier George" keeps 20 salesmen busy on Saturday and closes his shop promptly at 6 p. m. with everything cleaned up and a nice profit.

in these other sections of the country. Recent government statistics show that in the Northwest there is approximately one market to every 600 to 800 population.

### Progressive Western Retailers.

In Seattle, also, the public centralizes its buying by patronizing dealers in the so-called public markets. Displays of meats, fruits and vegetables in these markets are exceptional.

Retailers in Seattle believe in breaking away from old-fashioned methods. They do not keep their shops open day and night, but the working hours for every week day, which includes Saturdays, are from 8 o'clock in the morning until 6 o'clock at night.

They believe in displaying meats to the maximum advantage, and there are very few cities in the country where one

decreasing, and has never been up to expectation, it is different in the Pike Place Market, where most of the merchants claim that business is increasing steadily.

One of the outstanding retail firms in the Pike Place Market is the Rainier Packing Co., which occupies several stalls. The owner is George Seifert. Although Mr. Seifert is not as good looking as Clara Bow he has a lot of "It," and due to his personality and organizing ability "Rainier George's" market is one of the outstanding meat retailing places in the Northwest.

While many retailers throughout the country are gloomy and talk about business conditions, Mr. Seifert's books show an actual increase in dollars and cents volume over the last year. Considering the drop in retail prices during this period, a dollar and cents increase



lieves in advertising beef, veal, lamb and pork, but does not advertise brands of any firm.

#### Short Hours and Big Volume.

"Rainier George" is a great believer in short working hours, and it is a puzzle to him why practically all other retailers in the United States keep their shops open on Saturdays up to midnight and some on Sundays. Los Angeles seems to be the reverse of Seattle, for they have started operating night and day markets there now.

In the opinion of Mr. Seifert, no man can be a good workingman after 6 o'clock at night. He employs 20 men on week days behind the counter. These men are salesmen. It requires two months for him to break in a new salesman and meat cutter.

Considering that these 20 men handle over 5,000 sales on a Saturday (in other words, an average of 250 sales per man from 8 A. M. to 6 P. M., with time off for lunch) there are very few places in the United States where so much meat is handled in such a small space and in such short hours as in this Rainier market. "Rainier George" uses nothing but the latest time-saving equipment, including two of the latest type electric meat cutters, giving his men plenty of time to sell instead of cutting.

#### Lamb Chops at 8c Lb.

The Rainier Packing Co. advertises extensively in the daily newspapers, and the advertising is conducted on a co-operative basis with a grocer located in the immediate vicinity. By this method large space can be taken at the lowest possible rates. An advertise-

ment of the company is shown here. This appeared in September. One outstanding item is "rib lamb chops, 3 lbs. for a quarter." Inspecting these lamb chops, the inquisitive reporter found them to be of the very best grade of lamb, well covered and of good quality.

"Say, George, how do you do it?" he asked Mr. Seifert.

"Well, we are doing it." That was the answer.

#### NEWS OF THE RETAILERS.

The A. B. C. Market has engaged in the meat and grocery business at 704 Fresno st., Fresno, Cal.

Vic Swanson, Richmond, Cal., has opened a meat market and grocery.

A. J. Merta has opened the San Carlo Market on El Camino Real, San Carlos, Cal.

Stille & Son, Woodland, Cal., have added a meat department to their grocery.

The Vincente Meat Market has been opened at 1245 Vincente st., San Francisco, Cal.

G. Bokelund has opened a butcher shop at 2200 15th st. San Francisco, Cal.

S. Levy, Salem, Ore., has been succeeded in the meat business by Harry Levy.

W. H. Pearsall, Monroe, Wash., has purchased the Farmers Market from Doucett & Nemitz.

A. T. Papworth has purchased the meat market of Frank Staudaher, 33 East Center st., Pocatello, Ida.

L. R. Reichert, McMinnville, Ore., has sold his meat market to Henry Hoffman.

The Division Meat Market, Portland, Ore., has been incorporated with a capital of \$2,000, by D. Hume and others.

N. J. Rivard, Portland, Ore., has opened a meat market at Trinity place and Washington st.

C. O. Malm has opened a new meat market at Vancouver, Wash.

The meat market of Wilson & Lynch, Scappoose, Ore., has been destroyed by fire.

Stuart & Troutman have engaged in the meat business at 161 4th st., Portland, Ore.

A. Matteson has retired from the Broadway Market, Seaside, Ore., and W. C. Bellhorn will continue.

The Lambert Meat Market, Lambert, Mont., has been destroyed by fire.

Martin M. Gorder, Elbow Lake, Minn., plans to open a meat market.

Jack Roberts, Great Falls, Mont., has taken over the Purity Market.

Geo. W. Sauthoff, 2925 Atwood ave., Madison, Wis., sold his meat market to Clarence Liddicoat.

#### Tell This to Your Customers

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

#### POT ROAST OF BEEF.

Cuts of beef suitable for pot roasting are chuck ribs, cross arm, clod, round and rump. Select a piece from 4 to 6 lbs. in weight. Wipe with a damp cloth, rub with salt, pepper, and flour and brown on all sides in a heavy kettle, using about 3 tablespoons of beef fat. Slip a low rack under the meat, add one-half cup of water, cover tightly, and simmer until tender. The time required for cooking can not be definitely stated, but it will probably be about three hours. Turn the roast occasionally.

When the meat is done, remove from the kettle, skim off the excess fat from the liquid, and measure the remainder. For each cup of gravy desired, measure 2 tablespoons of fat and return to the kettle, add 1½ to 2 tablespoons of flour and stir until well blended and slightly browned. Then add 1 cup of the meat stock or of cold water and stir until smooth. Season the gravy with salt, pepper, and chopped parsley. Serve the pot roast on a hot platter with buttered carrots and stuffed onions.

If desired, any of the following vegetables may be cooked in the pot with the roast: Carrots, celery, onions, potatoes, tomatoes, and turnips. Add the vegetables during the last hour of cooking the meat.

#### PANNED FRESH HAM STEAK.

Have fresh ham slice cut ¾ to 1 inch thick. Wipe with damp cloth. Sprinkle with salt and pepper, allowing ¼ teaspoon salt and ¼ teaspoon pepper to each pound. Dust both sides well with flour and place in a heavy hot skillet that has been lightly greased. Turn and brown both sides, cover skillet closely, reduce heat and continue cooking until tender. Turn occasionally to cook uniformly. A steak ¾ to 1 inch thick will require from 1/3 to ¾ hour to cook.

## RAINIER GEORGE'S Quality Meats

HUGE VOLUME—The Result of Modern Business Methods and Up-to-the-Minute Equipment, Makes Possible These Remarkable Values!

### These Specials Good Until Next Friday Night

#### PORK

Legs Fancy Young Pig Pork ..... 17½c  
Fancy Young Pork Loin Roast ..... 17½c  
Fancy Pig Pork Shoulder Roast ..... 12½c

#### BEEF

Fancy Pot Roast ..... 10c  
Fancy Rump Roast ..... 12½c  
Boneless Prime Rib Roast ..... 17½c  
Fresh Ground Beef and Sausage Meat ..... 3 lbs. 25c

#### VEAL

Shoulder Fancy Milk-Fed Veal ..... 10c  
Legs of Milk-Fed Veal ..... 17½c  
Fancy Veal Chops, 2 lbs. .... 25c

#### LAMB

Legs 1931 Spring Lamb ..... 15c  
Shoulder 1931 Spring Lamb ..... 8c  
Loin or Rib Chops ..... 3 lbs. 25c  
Fresh 1931 Spring Lamb ..... 15c

#### SMOKED MEATS

Fancy Sugar-Cured Bacon, Sliced, lb. .... 12c  
Fancy Ham, Sugar-Cured, Whole or Half, lb. .... 10c  
Pure, White Lard, in cartons, lb. .... 10c

Young Hens Fresh Dressed 15c.  
Just Right to Roast or Fry

The Old Reliable Rainier Packing Co. 1527-1529 Pike Place Market  
Across the Street from McDonald's Grocery—Next to Harding's Grocery

#### ADVERTISING THAT INCREASED DOLLAR VOLUME.

Seattle meat dealer made money on fast turn-over of product bought at the right price and sold by up-to-date methods.

# New York Section

## AMONG RETAIL MEAT DEALERS.

President David van Gelder, of the New York State Association of Retail Meat Dealers, Inc., reports that the sausage campaign recently inaugurated is making excellent progress and it is hoped that it will be in full operation at a very early date.

As an inducement to those retail meat dealers who are not already members of the association, all of the branches are planning large open meetings which are to include educational features and entertainment. The South Brooklyn branch will hold such a meeting on the third Tuesday in November and the two features of the evening will be a lamb cutting demonstration and talk, and medical examination for those desirous of obtaining health certificates. There will be no slack moments during the meeting as musical entertainment will be provided to keep members and prospective members in cheerful spirits.

The various meetings of the different branches have shown that there is a new note of optimism and interest prevailing among the members. They are eager to learn, are willing to adopt new ideas that tend to aid the retail business and also show a genuine desire to co-operate. Many new members are being enrolled and the attendance on the part of members of long standing is better than it has been for many years.

The meeting of South Brooklyn Branch, Tuesday of this week, was probably one of the largest in the last two years. It was full of pep and enthusiasm and a quantity of paper and bags were sold. State president David Van Gelder spoke on association work. The local sausage campaign was endorsed and cooperative poultry buying was approved. On November 17 the Branch's doctor will be in attendance to examine and distribute health cards, after which there will be an open meeting with special entertainment.

## WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on Oct. 8, 1931:

Fresh Beef:	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
<b>YEARLINGS (1) (300-550 lbs.):</b>				
Choice	\$16.00@17.50		\$18.00@18.50	
Good	15.00@16.50		17.00@18.00	
Medium	13.00@15.00			
<b>STEERS (550-700 lbs.):</b>				
Choice	15.50@16.50		17.00@17.50	16.00@17.00
Good	14.50@15.50		16.00@17.00	14.50@16.00
<b>STEERS (700 lbs. up):</b>				
Choice	14.00@15.50	15.50@16.50	16.00@17.00	15.50@16.50
Good	13.00@14.00	13.50@15.50	15.00@16.00	13.50@15.50
<b>STEERS (500 lbs. up):</b>				
Medium	10.00@12.50	11.50@13.50	12.00@15.00	10.50@12.50
Common	8.50@10.00	10.00@11.50	10.00@12.00	9.00@10.00
<b>COWS:</b>				
Good	9.00@10.50	9.50@10.50	11.00@12.50	9.00@10.00
Medium	8.00@ 9.00	8.50@ 9.50	9.00@11.00	8.00@ 9.00
Common	7.00@ 8.00	8.00@ 8.50	8.00@ 9.00	7.00@ 8.00
<b>Fresh Veal and Calf Carcasses:</b>				
<b>VEAL (2):</b>				
Choice	12.00@15.00	15.00@16.00	15.00@17.00	15.00@16.00
Good	11.00@13.00	13.00@15.00	13.00@15.00	14.00@15.00
Medium	9.00@11.00	11.00@13.00	11.00@13.00	10.00@13.00
Common	8.00@10.00	9.00@11.00	9.00@11.00	9.00@10.00
<b>CALF (2) (3):</b>				
Choice	10.00@12.00		12.00@14.00	12.00@13.00
Good	9.00@11.00	11.00@12.00	10.00@12.00	10.00@12.00
Medium	7.50@ 9.00	9.00@11.00	9.00@10.00	9.00@ 9.00
Common	6.50@ 7.50	8.00@ 9.00	8.00@ 9.00	8.00@ 9.00
<b>Fresh Lamb and Mutton:</b>				
<b>LAMB (38 lbs. down):</b>				
Choice	13.00@15.00	15.00@16.00	14.00@16.00	15.00@17.00
Good	12.00@14.00	14.00@15.00	12.00@14.00	14.00@16.00
Medium	12.00@13.00	12.00@14.00	11.00@12.00	12.00@14.00
Common	11.00@12.00	10.00@12.00	10.00@11.00	10.00@12.00
<b>LAMB (39-45 lbs.):</b>				
Choice	13.00@15.00	15.00@16.00	14.00@16.00	15.00@16.00
Good	12.00@14.00	14.00@15.00	12.00@14.00	14.00@15.00
Medium	12.00@13.00	12.00@14.00	11.00@12.00	12.00@14.00
Common	11.00@12.00	10.00@12.00	10.00@11.00	10.00@12.00
<b>LAMB (46-55 lbs.):</b>				
Choice	13.00@14.00	14.00@15.00	14.00@16.00	13.00@15.00
Good	12.00@13.00	13.00@14.00	12.00@14.00	12.00@14.00
<b>MUTTON (Ewe) 70 lbs. down:</b>				
Good	6.00@ 8.00	7.00@ 8.00	7.00@ 8.00	6.00@ 7.00
Medium	4.00@ 6.00	5.00@ 7.00	5.00@ 6.00	5.00@ 6.00
Common	3.00@ 5.00	4.00@ 5.00	4.00@ 6.00	4.00@ 5.00
<b>Fresh Pork Outs:</b>				
<b>LOINS:</b>				
8-10 lbs. av.	14.00@16.50	19.00@20.00	17.00@19.00	17.00@19.00
10-12 lbs. av.	14.00@16.50	19.00@20.00	16.00@18.00	17.00@18.00
12-15 lbs. av.	13.00@15.00	18.00@19.00	15.00@17.00	16.00@17.00
16-22 lbs. av.	12.00@13.00	15.00@17.00	13.00@15.00	14.00@16.00
<b>SHOULDERS, N. Y. Style, Skinned:</b>				
8-12 lbs. av.	8.00@ 9.00		11.00@12.00	12.00@13.00
<b>PICNICS:</b>				
6-8 lbs. av.		10.50@11.50		10.50@11.50
<b>BUTTS, Boston Style:</b>				
4-6 lbs. av.	9.00@12.00		12.00@15.00	12.00@14.00
<b>SPARE RIBS:</b>				
Half Sheets	9.00@11.00			
<b>TRIMMINGS:</b>				
Regular	7.50@ 8.00			
Lean	8.00@11.00			

(1) Includes heifer yearlings 450 pounds down at Chicago. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.

A large and enthusiastic meeting of the committee for the 1932 state association convention was held last Monday evening in the Hotel St. George. While these first meetings are mostly preliminary, very good reports were given by the heads of various committees. Another meeting will be held the early part of November.

Another house party was given by Mr. and Mrs. Charles Hembdt in their country home, Croton Lake, last Sunday. The guests on this occasion were Mr. and Mrs. George Anselm, Mr. and Mrs. Frank P. Burck, Mr. and Mrs. A. Di Matteo and two daughters, Mr. and Mrs. Fred Hirsch, Mr. and Mrs. R. Schumacher and son, Mrs. Hembdt, sr., and Miss M. B. Phillips.

Genevieve Di Matteo, elder daughter of Mr. and Mrs. A. Di Matteo, Washington Heights, had a birthday October 3rd.

## AUSTRALIAN MEAT EXPORTS.

Exports of meat from Australia during July, 1931, are reported to the U. S. Department of Commerce, with comparisons. Beef, 1,777,278 lbs., compared with 1,027,944 lbs., in July, 1930; pork, none, against 473 carcasses in July, 1930; mutton, 163,550 carcasses, against 8,865 in July, 1930; lamb, 161,184 carcasses, against 15,887 last year.

## STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC., REQUIRED BY THE ACT OF CONGRESS OF AUG. 24, 1912, OF THE National Provisioner, published weekly at Chicago, Illinois, for October 1, 1931.

State of Illinois, County of Cook, ss. Before me, a notary public in and for the state and county aforesaid, personally appeared Paul I. Aldrich, who, having been duly sworn according to law, deposes and says that he is the Editor of The National Provisioner, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 411, Postal Laws and Regulations.

1. That the names and addresses of the publisher, editor, managing editor, and business managers are:

Publisher, The National Provisioner, Inc., 407 S. Dearborn St., Chicago, Ill.

Editor, Paul I. Aldrich, 407 S. Dearborn St., Chicago, Ill.

Managing Editor, Paul I. Aldrich, 407 S. Dearborn St., Chicago, Ill.

Business Manager, Paul I. Aldrich, 407 S. Dearborn St., Chicago, Ill.

2. That the owners are: The National Provisioner, Inc., 407 S. Dearborn St., Chicago, Ill.; Estate of J. H. Sanner, 15 Park Row, New York, N. Y.; Estate of Julius A. May, 15 Park Row, New York, N. Y.; Estate of Geo. L. McCarthy, 15 Park Row, New York, N. Y.; Paul I. Aldrich, 407 S. Dearborn St., Chicago, Ill.; Frank N. Davis, 407 S. Dearborn St., Chicago, Ill.

3. That there are no known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in case where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which the stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in company as trustees, hold stock and securities in company other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation, has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

PAUL I. ALDRICH,

Vice-pres.

Sworn to and subscribed before me this 20th day of September, 1931.

NELLIE FARMER  
(My commission expires March 13, 1933.)



## PISTACHIO NUTS

### ALL GREEN—BLANCHED

Transform your regular meat products into high-class specialties by using ZENOBIA ALL GREEN BLANCHED PISTACHIO NUTS. They are entirely blanched, always delightfully fresh, ready for immediate use, and very moderately priced. Write today for formula, price and sample.

**ZENOBIA CO., INC.**

165-167 HUDSON ST., NEW YORK CITY

"THE PISTACHIO HOUSE OF AMERICA"

## SPICES and SPECIALTIES

Milk Powder  
Meat Loaf Binder  
Imp. Potato Flour  
Forex Sausage Binder  
Pistachio Nuts  
Soupe Pans  
Pimientos  
Edible Gelatine



**M. H. CAIN & CO. INC.**  
261 INDIANA AVENUE CHICAGO, ILLINOIS

### NEW YORK NEWS NOTES.

O. A. Pregonzer, sales manager, Swift & Company, central office, is spending a few weeks' vacation in Chicago.

T. W. Harrigan, curled hair department, Wilson & Co., Chicago, visited New York for a few days during the past week.

H. R. Rosenberger, purchasing agent, United Dressed Beef Company, and Mrs. Rosenberger will spend the coming week at Ogdensburg, N. Y.

B. N. Davis, manager, and Miss Dorothy Ohl, office manager, Adolf Gobel, Inc., Milton, Pa., spent a week-end at the Brooklyn division of the company.

Visitors to Armour and Company, New York, during the past week included President T. G. Lee and P. L. Reed, vice president and treasurer, both from Chicago.

L. M. Tolman, vice president United Chemical Organic Products Co., and head of the research department, Wilson & Co., Chicago, visited the New York plant for a few days during the past week.

Philip H. Smith, associated with Pendleton Dudley in the Eastern office of the Institute of American Meat Packers, is taking an extended leave of absence necessitated by his state of health, and will spend the winter on his farm at Pawling, N. Y.

Just off the boat this week was "Con" Yeager of Pittsburgh, who has been spending the summer abroad, investigating conditions in various European countries. "Con" may be expected to "spring" something unique at the packers' convention.

D. W. Frazier, well-known New York export authority, has severed his connection with John Thallon & Co. after eleven years of service as secretary and treasurer. He will retain his membership on the New York Produce Exchange, with an office in the Produce Exchange Bldg.

Meat, fish, poultry and game seized and destroyed in the City of New York by the Health Department during the week ended October 3, 1931, was as follows: Meat.—Brooklyn, 2 lbs.; Manhattan, 923 lbs.; Bronx, 222 lbs. Total, 1,147 lbs. Fish.—Brooklyn, 1 lb. Poultry and Game.—Manhattan, 88 lbs.; Bronx, 25 lbs. Total, 113 lbs.

### PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended October 3, 1931:

West. drad. meats:	Week ended Oct. 3.	Prev. week.	Cor. week. 1930.
Steers, carcasses .....	2,275	2,100	2,377
Cows, carcasses .....	613	522	534
Bulls, carcasses .....	358	352	424
Veals, carcasses .....	1,055	1,107	1,036
Lambs, carcasses .....	15,795	16,064	14,844
Mutton, carcasses .....	805	643	1,394
Pork, lbs. ....	333,478	485,172	490,444
Local slaughters:			
Cattle .....	2,093	1,561	1,627
Calves .....	2,538	2,903	2,880
Hogs .....	19,671	14,688	16,439
Sheep .....	9,172	8,756	6,448

The Man Who Knows



The Man You Know

Any sausage manufacturer can buy good meat. But it's the FLAVOR and APPEARANCE that build business. That's exactly what our seasoning will do for you.—Build Business. Let us prove it.

Makers of the genuine H. J. Mayer Special Frankfurter, Bologna, Pork Sausage (with and without sage), Brannschweiler Liver, Summer (Mettwurst), Chili Con Carne, Rouladen Delicatessen and Wonder Pork Sausage Seasonings.

# ?

## Wherein lies the difference

Two sausage manufacturers buying the same grade of meat. One has a fine looking, flavorful product and a growing sales volume—the other has just sausage and an unsatisfactory volume of business. The difference—in the seasoning, of course.

### MAYER'S SPECIAL SAUSAGE SEASONING

**H. J. MAYER & SONS CO.**

6819-27 S. Ashland Ave.  
CHICAGO, ILLINOIS

Canadian Plant—Windsor, Ont.

### LIVESTOCK RATE CHANGES.

The Interstate Commerce Commission has postponed the effective date of its order revising livestock rates from October 27, 1931, to January 25, 1932, because of the inability of the railroads to prepare revised tariffs by the date originally required. Some of the rates were increased, others reduced, under the revised schedule, the increases being largely in Western trunk line territory.

### BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats at Boston week ended Oct. 3, 1931, with comparisons:

West. drad. meats:	Week ended Oct. 3.	Prev. week.	Cor. week. 1930.
Steers, carcasses .....	2,410	2,117	2,211
Cows, carcasses .....	1,418	1,244	1,451
Bulls, carcasses .....	5	12	7
Veals, carcasses .....	654	752	1,190
Lambs, carcasses .....	21,234	21,505	21,909
Mutton, carcasses .....	815	278	974
Pork, lbs. ....	290,602	400,557	391,381

## Gereke-Allen Carton Co.

1700 Chouteau Ave.  
St. Louis Mo.

Experts on Display Containers, Cartons, Etc. Also makers of the "Champion" Shipping Containers.

*We Can Help Your Sales*



## NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, medium	6.00@ 7.50
Cows, good	4.50@ 5.50
Bulls, light to medium	3.25@ 5.00

## LIVE CALVES.

Vealers, good to choice	9.00@ 11.50
Vealers, medium	5.50@ 9.00

## LIVE LAMBS.

Lambs, good to choice	7.00@ 8.00
Lambs, medium	5.00@ 7.00
Lambs, common	4.00@ 5.00

## LIVE HOGS.

Hogs, 160-220 lbs.	6.25
Hogs, 220-300 lbs.	5.50@ 6.00

## DRESSED HOGS.

Hogs, heavy	10.50
Hogs, 180 lbs.	11.00
Pigs, 80 lbs.	10.75
Pigs, 80-140 lbs.	10.75

## DRESSED BEEF.

## CITY DRESSED.

Choice, native, heavy	18
Choice, native, light	18
Native, common to fair	16

## WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	17
Native choice yearlings, 440@600 lbs.	18
Good to choice heifers	17
Good to choice cows	14
Common to fair cows	10
Fresh boozing bulls	7 1/2 @ 8 1/2

## BEEF CUTS.

	Western.	City.
No. 1 ribs	22 @ 24	22 @ 24
No. 2 ribs	19 @ 21	20 @ 21
No. 3 ribs	16 @ 18	17 @ 19
No. 1 loins	28 @ 32	30 @ 32
No. 2 loins	24 @ 26	26 @ 28
No. 3 loins	20 @ 22	22 @ 24
No. 1 hinds and ribs	18 @ 20	20 @ 24
No. 2 hinds and ribs	17 @ 19	18 @ 20
No. 3 hinds and ribs	14 @ 16	13 @ 17
No. 1 rounds	15 @ 16	14 @ 15
No. 2 rounds	14 @ 15	14 @ 15
No. 3 rounds	13 @ 14	12 @ 13
No. 1 chuck	15 @ 16	14 @ 16
No. 2 chuck	13 @ 14	13 @ 14
No. 3 chuck	10 @ 12	11 @ 12
Briskets	7 1/2 @ 8 1/2	8 1/2 @ 9 1/2
Rolls, reg., 6@8 lbs. avg.	22	23
Rolls, reg., 4@6 lbs. avg.	17	18
Tenderloins, 4@6 lbs. avg.	50	50
Tenderloins, 5@6 lbs. avg.	50	50
Shoulder clods	11	12

## DRESSED VEAL.

Choice	17
Good	15
Medium	12
Common	9

## DRESSED SHEEP AND LAMBS.

Lambs, choice	16
Lamb, good	14
Sheep, good	6
Sheep, medium	6

## FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs.	19
Pork tenderloins, fresh	40
Pork tenderloins, frozen	35
Shoulders, city, 10@12 lbs. avg.	15
Shoulders, Western, 10@12 lbs.	11
Butts, boneless, Western	17
Butts, regular, Western	13
Hams, Western, fresh, 10@12 lbs. av.	14
Hams, city, fresh, 6@10 lbs. av.	20
Picnic hams, Western, fresh, 6@8 lbs. avg.	9
Pork trimmings, extra lean	16
Pork trimmings, regular 50% lean	9
Spareribs, fresh	10

## SMOKED MEATS.

Hams, 8@10 lbs. avg.	20 1/2 @ 22
Hams, 10@12 lbs. avg.	20 @ 21 1/2
Hams, 12@14 lbs. avg.	19 1/2 @ 20 1/2
Picnics, 4@6 lbs. avg.	13 1/2 @ 15
Picnics, 6@8 lbs. avg.	13 @ 14
Rollettes, 8@10 lbs. avg.	13 1/2 @ 14 1/2
Beef tongue, light	22
Beef tongue, heavy	24
Bacon, boneless, Western	23
Bacon, boneless, city	17
City pickled bellies, 8@10 lbs. avg.	14 @ 16

## FANCY MEATS.

Fresh steer tongues, untrimmed	18c a pound
Fresh steer tongues, 1 c. trim'd	35c a pound
Sweetbreads, beef	25c a pound
Sweetbreads, veal	60c a pair
Beef kidneys	15c a pound
Mutton kidneys	10c each
Livers, beef	41c a pound
Oxtails	15c a pound
Beef hanging tenders	26c a pound
Lamb fries	10c a pair

## BUTCHERS' FAT.

Shop fat	30¢ per cwt.
Breast fat	60¢ per cwt.
Edible suet	01¢ per lb.
Cond. suet	85¢ per cwt.

## GREEN CALFSKINS.

	5-9 1/2-12 1/2	12 1/2-14	14-18	18 up
Prime No. 1 veals	.65	.90	.95	1.35
Prime No. 2 veals	.45	.65	.70	1.10
Buttermilk No. 1	.35	.55	.60	...
Buttermilk No. 2	.35	.40	.45	...
Branded grubby	.1	.20	.30	.40
Number 3	.1	.15	.20	.35

## BUTTER.

Creamery, extra (92 score)	34 1/2
Creamery, firsts (88 to 89 score)	27 1/2
Creamery, seconds (84 to 87 score)	26
Creamery, lower grades	25 1/2

## EGGS.

## (Mixed Colors.)

Extra, dozen	20
Extra, firsts, dozen	23
Firsts	23
Checks	16

## LIVE POULTRY.

Fowls, colored, fancy via express	20
Fowls, Leghorns, fancy via express	15

## DRESSED POULTRY.

## FRESH KILLED.

Fowls—fresh—dry packed—12 to box—fair to good.

Western, 60 to 65 lbs. to dozen, lb.	23
Western, 45 to 54 lbs. to dozen, lb.	22
Western, 45 to 47 lbs. to dozen, lb.	19
Western, 36 to 42 lbs. to dozen, lb.	15
Western, 30 to 35 lbs. to dozen, lb.	17

Fowls—fresh—dry pkd.—12 to box—prime to fecy.

Western, 60 to 65 lbs. to dozen, lb.	27
Western, 45 to 54 lbs. to dozen, lb.	23
Western, 45 to 47 lbs. to dozen, lb.	21
Western, 36 to 42 lbs. to dozen, lb.	21
Western, 30 to 35 lbs. to dozen, lb.	19

Chickens, fresh, 12 to box, prime:

Western, 10 to 13 lbs. to dozen, lb.	31
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Ducks—

Long Island	17 1/2 @ 18
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Squabs—

White, ungraded, per lb.	25 @ 30
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Turkeys, fresh—dry pkd.:

Spring	35 @ 40
Young toms, choice	28 @ 35
Young hens, choice	28 @ 33

Fowls, frozen—dry pkd.—12 to box—prime to fecy.

Western, 60 to 65 lbs., per lb.	26
Western, 45 to 54 lbs., per lb.	22
Western, 45 to 47 lbs., per lb.	20

## BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, week ended October 1, 1931:

	Sept. 25	26	28	29	30	Oct. 1
Chicago	.31	31 1/4	31 1/4	32	32 1/4	32 1/4
New York	33 1/4	33 1/4	33 1/4	35	34 1/4	34 1/4
Boston	33 1/4	33 1/4	33 1/4	34 1/4	34 1/4	34 1/4
Phila.	34 1/4	34 1/4	34 1/4	35 1/4	35 1/4	35 1/4

Wholesale price of 92 score butter—fresh centralized butter—90 score at Chicago:

	20 1/2	30 1/2	30 1/2	31	31 1/2	32
Receipts of butter by cities (tubs):						
This week.						
Last week.						
Last year.						
—Since Jan. 1—						
1931.						
1930.						
Chicago	28,835	28,297	25,228	2,586,197	2,535,850	
N. Y.	45,307	45,636	46,022	2,581,116	2,571,000	
Boston	10,391	13,834	9,963	865,280	873,022	
Phila.	12,687	15,990	12,970	939,106	887,482	
Total	100,220	103,857	93,883	7,261,090	7,146,923	

Cold storage movement (lbs.):

	In	Out	On hand	Same
	Oct. 1.	Oct. 1.	Oct. 2.	last day
Chicago	75,735	444,481	17,632,270	30,085,848
New York	62,632	278,861	8,168,710	14,642,788
Boston	14,948	148,028	5,492,980	9,901,916
Phila.	11,378	140,202	2,085,830	4,107,610
Total	104,693	1,009,572	33,379,790	58,888,172

## FERTILIZER MATERIALS.

## BASIS NEW YORK DELIVERY.

## Ammoniates.

Ammonium sulphate, bulk, per ton ex vessel Atlantic and Gulf ports	23.00
Ammonium sulphate, double bags, per 100 lb. f.a.s. New York	1.75
Blood dried, 15-16% per unit	2.35 & 1/2
Fish scrap, dried, 11% ammonia, 10% B. P. L. f.o.b. fish factory	3.00 & 1/2
Fish guano, foreign, 13@14% ammonia, 10% B. P. L.	2.40 & 1/2
Fish scrap, acidulated, 6% ammonia, 3% A. P. A. Del'd Baltimore & Norfolk	1.40 & 1/2
Soda Nitrate in bags, 100 lbs. spot	1.10
Tankage, ground, 10% ammonia	1.10 & 1/2
Tankage, unground, 9@10% ammo.	1.10 & 1/2

## Phosphates.

Foreign, bone meal, steamed, 3 and 50 bags, per ton, c.i.f.	23.00
Bone meal, raw, India, 4 1/2 and 50 bags, per ton, c.i.f.	23.00
Acid phosphate, bulk, f.o.b. Baltimore, per ton, 16% flat	1.10
Potash.	
Manure salt, 20% bulk, per ton	12.00
Kalnit, 14% bulk, per ton	1.75
Muriate in bags, basis 80%, per ton	1.75
Sulphate in bags, basis 80%, per ton	1.75

## Beef.

Cracklings, 50% unground	2.00
Cracklings, 60% unground	2.00

## BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pieces	75.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pieces	45.00
Black or striped hoofs, per ton	45.00
White hoofs, per ton	45.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces	75.00
Horns, according to grade	75.00

## NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal inspection at New York for week ended October 3, 1931, with comparisons:

	Week ended Oct. 3.	Prev. week.	Oct. week.
West. drsd. meats:			
Steers, carcasses	7,227	6,717	7,720
Cows, carcasses	917	625	875
Bulls, carcasses	147	294	191
Ven. carcasses	8,283	8,671	16,811
Lambs, carcasses	30,412	35,736	31,930
Mutton, carcasses	1,602	1,026	1,300
Beef cuts, lbs.	395,929	384,488	397,313
Pork, lbs.	1,551,717	1,256,323	1,386,601

## Local slaughters:

Cattle	8,574	7,494	8,800
Calves	14,174	12,338	15,000
Hogs	57,936	46,285	61,000
Sheep	86,302	77,427	75,000

## MEAT IMPORTS AT NEW YORK.

For week ended October 3, 1931:

Point of origin.	Commodity.	Amount.
Argentina—Canned corned beef		13,600 lbs.
Canada—Bacon		1,320 lbs.
Canada—Sausage		670 lbs.
Canada—S. P. hams		9,710 lbs.
Canada—Pork bellies (frozen)		4,100 lbs.
Canada—Pork tenderloins		2,300 lbs.
England—Bacon		200 lbs.
England—Ham		2,700 lbs.
England—Sausage		1,300 lbs.
Italy—Ham		2,300 lbs.
Italy—Sausage		2,300 lbs.
Switzerland—Bonillon cubes		2,300 lbs.
Switzerland—Soup tablets		2,300 lbs.
Uruguay—Canned corned beef		112,000 lbs.
Paraguay—Jerked beef		12,100 lbs.

Emil Kohn, Inc.  
Calfskins

Specialists in skins of quality on consignment. Results talk! Information gladly furnished.

Office and Warehouse  
407 East 31st St.  
NEW YORK, N. Y.  
Caledonia 6113-6114

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